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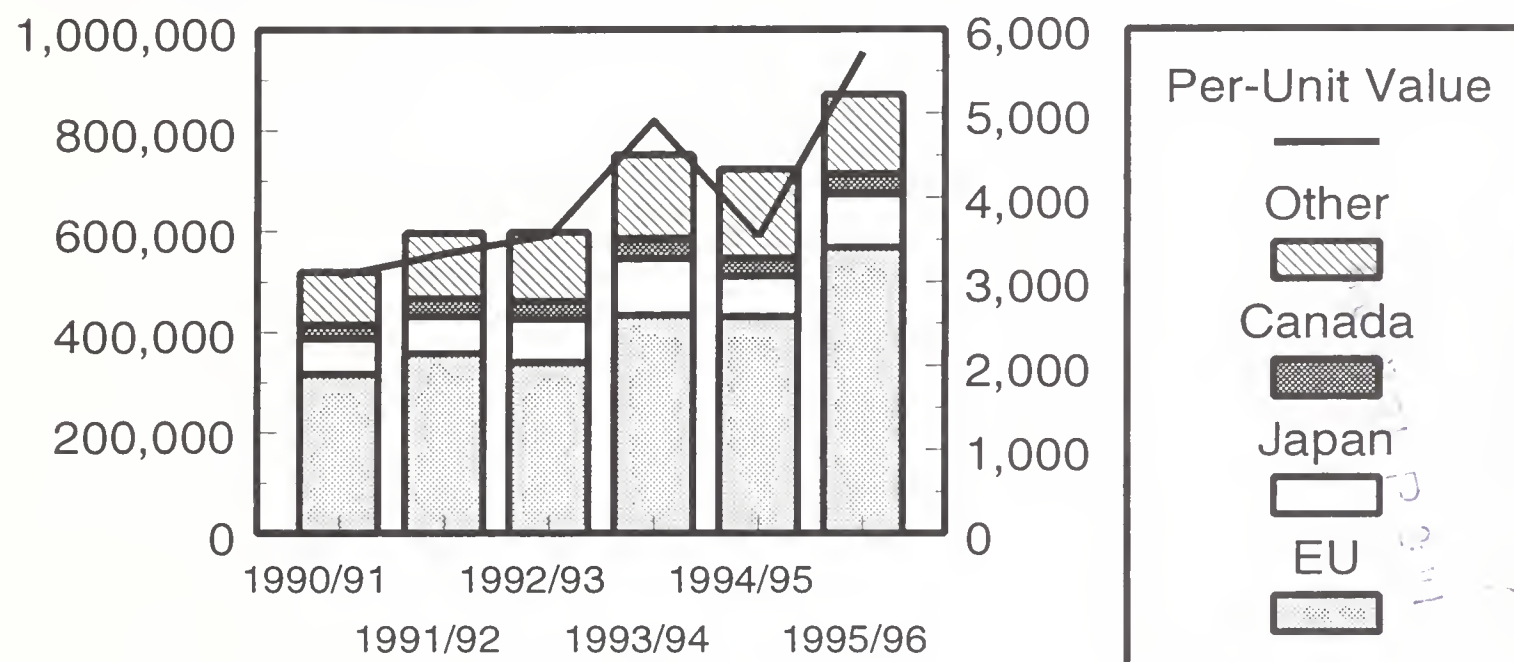
Circular Series  
FHORT 10-96  
October 1996

# World Horticultural Trade & U.S. Export Opportunities

## Almond Exports Reached Record Value in 1995/96

Total Value in Dollars

Dollars per Metric Ton



Source: U.S. Bureau of Census  
Marketing Year is July-June

The value of U.S. shelled and prepared or preserved almond exports in marketing year 1995/96 reached a record \$870.6 million, 21 percent above the previous year. Higher almond prices, due to significantly smaller world supplies, resulted in higher per-unit export values. The United States, Spain and Greece, the world's three largest almond producers, suffered sharp declines in their 1995/96 crops. Overseas manufacturers of bakery goods, breakfast cereal, candy, and ice cream purchased U.S. shelled almonds even at higher prices because they could not easily substitute other tree nuts in their recipes. Virtually all from California, almonds are the largest single horticultural product exported; two thirds of California's production goes into export. Market Access Program funds have helped the California almond industry expand almond sales over the last 10 years. The European Union is the largest U.S. market, accounting for 65 percent of the total value of U.S. almond exports. Japan and Canada are the second and third largest markets, accounting for 12 percent and 5 percent, respectively.

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#### ANALYSIS

Sam Rosa	202-720-6086	Fresh deciduous fruit, table grapes, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, tropical fruits, wine and brandy
Bob Knapp	202-720-4620	Canned deciduous fruit, kiwifruit, NAFTA, PL-480 and GSM-102 export credits
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, tea, spices, essential oils, and ginseng
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, fresh and processed citrus, trade forecasts, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar and honey

#### MARKETING

Sarah Hanson	202-720-0911	Deciduous fruit
Ted Goldammer	202-720-8498	Citrus, hops, and potatoes
Wayne Molstad	202-720-0898	Vegetables, grape juice, cranberry juice, honey, kiwifruit, wine and brandy
Stacey Peckins	202-720-5330	Tree nuts, papaya, foliage, plants
Steve Shnitzler	202-720-8495	Dried fruit, avocados, and ginseng

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### Export Summary

U.S. exports of horticultural products to all countries in July reached nearly \$772 million, up 6 percent or \$45.6 million from the same month a year earlier. Twelve out of 15 categories of horticultural exports registered increases. Categories with the most significant increases in July were non-citrus fresh fruit (up \$14 million or 10 percent); canned vegetables (up \$7 million or 16 percent); fresh vegetables (up \$5 million or 6 percent); and miscellaneous items (up \$19 million or 14 percent). The categories with the most significant decreases were fresh citrus (down \$12 million or 26 percent) and frozen vegetables (down \$6 million or 16 percent). During the first 10 months (October-July) of fiscal year (FY) 1996, the total value of U.S. horticultural exports was \$7.85 billion -- 2 percent above the same period last year.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

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U.S. EXPORTS OF SELECTED HORTICULTURAL COMMOOITIES  
WORLD TOTAL, OCTOBER - SEPTEMBER YEAR  
JUL 1996

NAME	QUANTITY					VALUES (1000 DOLLARS)				
	CURR MO LAST YR	CURR MO CURR YR	YR TDATE LAST YR	YR TDATE CURR YR	LAST YEAR	CURR MON LAST YR	CURR MON CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH CITRUS MT										
GRAPEFRUIT	21,335	15,161	466,243	485,804	481,743	12,588	8,751	230,517	251,994	239,515
LEMONS	11,099	11,099	111,290	116,525	126,121	12,624	11,975	99,741	99,171	120,563
ORANGES INCL. TM	34,258	22,587	536,209	480,706	580,755	19,461	12,288	297,015	266,785	324,139
OTHER CITRUS	500	409	23,531	29,386	24,298	333	261	20,117	24,292	20,190
Subtotal:----	65,681	49,256	1,137,772	1,112,421	1,212,917	45,006	33,275	647,391	642,242	704,837
FR. FRUIT, NON-CIT MT										
APPLES	43,977	33,552	604,308	493,390	663,049	26,406	22,570	363,329	321,526	405,155
AVOCADOS	466	570	9,355	8,480	12,490	867	1,183	10,443	10,297	13,229
CHERRIES SWT & TRT	7,170	10,529	28,570	32,839	30,268	27,012	33,293	137,509	128,964	139,776
GRAPES	12,490	15,953	124,133	145,033	204,786	17,794	21,895	159,753	188,618	250,678
KIWI FRUIT	161	87	9,282	5,190	9,505	188	88	12,809	7,214	13,084
MELONS	43,692	55,805	155,523	164,901	212,882	15,107	16,014	61,933	60,453	85,470
PAPAYA	695	737	4,711	7,190	6,551	1,444	1,712	13,754	16,350	18,107
PEACHES & NECTRNS	18,214	20,197	47,671	58,648	58,361	19,632	21,168	71,712	49,034	63,822
PEARS	13,626	21,150	107,574	128,338	140,351	14,526	21,768	37,312	29,197	41,526
PLUMS/PRUNES	13,764	21,150	107,574	128,338	140,351	14,526	21,768	37,312	29,197	41,526
STRAWBERRIES	9,520	5,492	23,933	44,740	49,320	10,307	16,648	27,132	72,596	86,320
OTHER NON-CITRUS	536	492	38,349	40,262	48,372	9,637	8,068	47,064	51,852	50,533
Subtotal:----	157,114	174,566	1,189,450	1,147,104	1,475,462	143,231	157,726	1,006,081	1,005,877	1,256,823
CAN/PREP FRUIT MT										
CHERRIES TART CN	180	300	4,558	5,864	5,133	255	342	5,561	6,811	6,336
FRUIT MIXTURES	1,812	1,187	24,813	20,992	28,885	2,017	1,387	29,111	24,494	34,317
MARACHINO CHERRY	371	586	3,869	7,159	4,917	722	1,265	8,072	12,773	10,196
PEACHES CANNED	1,802	621	16,913	15,327	20,915	1,606	701	15,299	14,766	19,088
PINEAPPLE CANNED	230	144	3,488	2,847	3,834	206	143	3,136	2,626	3,446
OTHER CANNED FRUIT	3,517	3,714	38,654	38,302	49,040	4,449	4,480	44,377	43,234	56,630
OTHER PREP/PRESER	5,476	7,098	60,471	66,380	72,940	5,969	8,882	62,975	69,908	76,558
Subtotal:----	13,388	13,650	152,766	156,871	185,664	15,225	15,199	168,531	171,612	206,571
ORIED FRUIT MT										
PRUNES ORIED	4,208	4,760	49,913	51,344	60,238	10,339	10,850	117,616	115,547	142,075
RAISINS ORIED	1,869	10,423	97,085	93,244	185,835	14,822	17,072	159,600	158,232	196,998
OTHER ORIED FRUIT	1,561	1,508	22,024	18,380	25,402	1,791	3,234	20,731	18,450	400,476
Subtotal:----	15,761	16,508	169,022	163,301	214,402	29,174	31,234	320,731	318,450	400,476
FROZEN FRUIT MT										
BLUEBERRIES FROZ	288	351	6,587	8,406	7,742	410	615	9,841	13,506	11,597
STRAWBERRIES FROZ	2,557	2,881	20,868	18,407	25,730	3,244	3,527	27,338	24,001	33,530
OTHER FROZEN FRUIT	2,682	3,487	15,421	23,906	19,310	3,537	4,015	22,288	30,459	27,830
Subtotal:----	5,527	6,719	42,877	50,719	52,782	7,191	8,157	59,468	67,967	72,957
FRUIT/VEG JUICES KL										
GRAPEFRUIT JU, CN	6,498	5,811	47,323	52,946	55,966	3,932	4,816	35,906	37,113	41,669
ORANGE JUICE, CON	52,453	68,304	239,067	270,056	282,382	21,010	17,676	139,069	137,557	165,213
ORANGE JUICE, NOT	9,171	14,380	131,861	130,415	158,951	6,489	10,228	88,056	94,244	105,564
OTHER JUICES	34,453	36,780	342,836	408,078	428,750	25,444	27,239	259,756	293,435	319,189
Subtotal:----	102,575	125,275	761,087	861,495	926,059	56,876	59,960	522,786	562,349	631,735
FRESH VEGETABLES MT										
ASPARAGUS, FR, CH	517	641	17,248	13,696	18,544	1,631	2,537	63,218	48,975	66,818
BROCCOLI	88	9	102,150	113,959	119,824	9,141	6,255	74,117	74,035	91,261
CALIFLOWER	9,188	9,486	82,194	93,259	109,824	1,431	2,237	23,474	31,683	37,670
CARROT	9,188	9,486	82,194	93,259	109,824	1,431	2,237	23,474	31,683	37,670
LETTUCE, FR CHLD	12,076	14,509	247,015	249,741	275,794	6,723	6,893	168,051	116,940	184,044
ONIONS	19,018	14,239	267,156	178,196	311,267	6,728	5,228	46,998	54,908	105,026
PEPPERS	5,158	6,716	47,243	54,403	50,147	4,290	4,908	46,311	43,438	48,727
TOMATOES	15,921	16,424	119,589	111,260	139,476	10,819	9,682	99,632	88,558	109,688
OTHER VEGETABLES	77,657	96,547	658,428	639,786	726,644	33,796	36,521	358,654	338,809	400,144
Subtotal:----	154,701	177,413	1,646,715	1,560,147	1,848,971	77,314	81,993	1,026,098	862,100	1,136,564
VEG CANNED MT										
KETCHUP	3,213	2,583	35,131	34,099	40,412	2,528	2,141	25,580	25,667	29,801
SWEET CORN, CANNE	13,551	16,583	143,759	144,946	165,153	11,012	13,601	120,144	116,451	138,095
TOMATO SAUCE	8,997	8,997	72,722	78,449	88,613	6,638	6,331	59,807	61,824	71,449
TOMATO PASTE	2,957	2,561	16,844	20,666	23,432	2,790	2,790	20,809	20,809	28,115
OTHER CAN VEG	20,908	22,611	192,721	209,203	234,435	24,520	25,746	231,198	261,983	281,163
Subtotal:----	48,027	52,335	512,176	537,359	605,815	47,199	54,615	502,712	532,734	598,124
FROZEN VEGETABLES MT										
FROZEN FRENCH FRY	36,561	28,412	300,901	289,558	353,131	26,380	20,767	221,419	211,881	260,204
FZN SWT CORN	4,316	4,346	56,644	50,305	65,341	3,934	3,880	50,055	43,021	57,478
OTHER POT FZN	1,863	1,419	19,834	15,122	22,303	1,366	1,871	16,871	14,188	20,454
OTHER FZN VEG	4,335	5,081	59,825	69,984	69,838	4,318	4,324	63,847	63,544	63,109
Subtotal:----	47,074	39,258	437,204	415,999	513,614	36,266	30,326	342,192	322,643	401,245
VEG DEHYD MT										
GARLIC DEHYD	597	738	6,455	7,723	7,832	1,343	1,627	15,058	17,587	18,414
ONIONS DEHYD	2,240	2,644	28,846	25,087	33,872	5,235	6,466	58,881	58,319	70,932
POTATOES DEHYD	6,137	4,068	50,499	41,564	58,543	6,113	5,152	50,809	46,345	58,976
OTHER DEHYD VEG	2,820	5,973	35,086	46,241	48,790	4,054	2,237	56,899	68,931	67,419
Subtotal:----	11,795	13,423	120,886	120,614	143,037	16,745	20,482	181,646	191,182	215,741
TREE NUTS MT										
ALMOND SH/PRP	13,642	18,977	167,386	240,452	214,014	57,452	62,380	571,453	681,240	724,459
ALMONDS UNSHLD	907	921	14,030	15,513	17,886	2,199	2,199	30,822	34,888	34,293
PISTACHIO UNSHLD	845	245	10,293	18,512	17,789	1,890	809	20,026	34,888	24,598
WALNUTS, SHLD	1,277	881	19,650	18,125	21,896	4,395	3,827	38,024	10,415	88,640
OTHER NUTS	3,194	3,485	51,042	63,040	63,632	10,169	11,247	137,568	176,053	163,371
Subtotal:----	19,766	24,623	311,532	399,919	374,926	76,770	80,702	913,018	1,093,927	1,115,362
NUSERY PRODUCTS MIXED										
CUT FLOWERS	0	0	0	0	0	3,213	3,539	30,362	38,078	38,519
OTHER NURSERY	0	0	0	0	0	7,388	7,540	139,676	136,647	157,643
Subtotal:----	0	0	0	0	0	10,601	11,079	170,039	174,725	196,162
HOPS & PRODUCTS MT										
HOP EXTRACT	192	188	4,035	3,301	4,394	2,443	3,095	64,869	53,489	70,105
HOP PELLETS	250	153	6,351	5,128	6,823	1,547	1,120	36,866	27,865	39,412
HOPS NFSP	164	95	2,401	1,707	2,854	1,009	819	15,177	15,924	17,220
Subtotal:----	605	436	12,787	11,136	14,071	4,999	5,034	116,913	96,278	127,237
WINE KL										
GRAPE WINES	12,244	12,339	102,016	123,457	123,670	19,491	22,574	164,223	225,031	200,973
OTHER WINE PROO	1,044	1,511	10,103	13,506	13,199	1,168	1,566	11,971	15,177	15,044
Subtotal:----	13,288	13,851	112,122	136,963	136,869	20,658	24,140	176,194	240,208	216,017
MISCELLANEOUS MIXED										
BEER & BEVERAGES	9,335	69,679	659,324	647,502	834,125	48,653	43,961	404,637	390,533	508,825
EDIBLE PREPARATIO	15,291	17,989	165,402	172,552	194,915	56,951	68,633	689,987	658,446	801,363
GINSENG	34	16	58,786	50,816	908	2,470	1,071	56,570	71,498	65,653
POTATO CHIPS	3,443	3,971	58,187	50,651	69,692	9,019	11,285	157,378	145,124	190,479
OTHER MISC	0	0	0	0	0	21,936	32,966	179,890	303,475	264,936
Subtotal:----	98,103	91,655	883,699	871,521	1,099,640	139,028	157,916	1,528,462	1,569,077	1,831,255
Grand Total:						726,284	771,839	7,682,262	7,851,822	9,110,307

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL, OCTOBER - SEPTEMBER YEAR  
JUL 1996

NAME		QUANTITY				VALUES (1000 DOLLARS)				
GROUP & COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TO DATE LAST YR	YR TO DATE CURR YR	LAST YEAR	CURR MON LAST YR	CURR MON CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT MT										
APPLES	11,804	16,987	122,978	154,574	142,316	11,807	12,015	83,640	90,839	95,959
AVOCADOS	3,554	3,587	29,059	31,246	29,059	3,554	3,587	29,059	31,246	29,059
BANANAS	306,714	326,133	3,080,881	3,148,424	3,080,881	306,714	326,133	3,080,881	3,148,424	3,080,881
CANTALOUPE	11,585	11,585	36,270	36,270	36,270	11,585	11,585	36,270	36,270	36,270
GRAPES	11,691	11,691	36,270	36,270	36,270	11,691	11,691	36,270	36,270	36,270
KIWI FRUIT	27,895	30,333	124,186	154,365	142,316	27,895	30,333	124,186	154,365	142,316
MANGOES	49,299	49,299	142,316	142,316	142,316	49,299	49,299	142,316	142,316	142,316
PEACHES	11,240	12,238	108,261	109,158	124,406	11,240	12,238	108,261	109,158	124,406
PEARS	2,347	2,347	26,770	30,009	26,770	2,347	2,347	26,770	30,009	26,770
PINEAPPLES	2,567	2,567	26,770	30,009	26,770	2,567	2,567	26,770	30,009	26,770
STRAWBERRY	44,211	48,884	420,085	442,970	420,085	44,211	48,884	420,085	442,970	420,085
OTHER MELONS	421,105	442,970	4,936,397	5,186,910	5,072,093	421,105	442,970	4,936,397	5,186,910	5,072,093
Subtotal:----										
DRIED FRUIT MT										
DRIED APRICOTS	595	320	12,112	12,243	14,220	595	320	12,112	12,243	14,220
OTHER DRIED FRUIT	1,821	1,821	17,657	20,652	21,657	1,821	1,821	17,657	20,652	21,657
Subtotal:----										
FROZEN FRUIT MT										
FZN BLUEBERRIES	353	488	5,572	5,756	8,365	353	488	5,572	5,756	8,365
FZN STRAWBERRIES	541	679	20,824	20,641	26,585	541	679	20,824	20,641	26,585
OTHER FZN FRUIT	3,650	4,858	20,605	27,124	24,786	3,650	4,858	20,605	27,124	24,786
Subtotal:----										
CANNED/PREP FRUIT MT										
CANNED OLIVES	6,670	6,651	55,650	51,171	73,806	6,670	6,651	55,650	51,171	73,806
CANNED ORANGES	3,259	3,259	40,313	36,824	50,983	3,259	3,259	40,313	36,824	50,983
CANNED PEACHES	1,559	1,559	19,889	18,000	23,653	1,559	1,559	19,889	18,000	23,653
CANNED PINEAPPLE	1,559	1,559	19,889	18,000	23,653	1,559	1,559	19,889	18,000	23,653
MIXED FRUIT	4,497	4,497	20,605	27,124	24,786	4,497	4,497	20,605	27,124	24,786
PREP/PRES FRUIT	6,169	6,169	20,605	27,124	24,786	6,169	6,169	20,605	27,124	24,786
OTHER CANNED FRU	40,133	60,501	510,076	528,345	609,878	40,133	60,501	510,076	528,345	609,878
Subtotal:----										
FRT&VEG JUICE SSE KL										
APPLE JUICE	75,660	95,110	809,803	737,938	929,630	75,660	95,110	809,803	737,938	929,630
APCO	35,664	35,664	816,372	736,302	885,508	35,664	35,664	816,372	736,302	885,508
GRAPE JUICE	6,279	30,488	48,639	172,643	62,748	6,279	30,488	48,639	172,643	62,748
PINEAPPLE JUICE	18,545	30,715	259,409	272,686	299,528	18,545	30,715	259,409	272,686	299,528
OTHER JUICES	1,105	920	103,123	103,685	103,685	1,105	920	103,123	103,685	103,685
Subtotal:----										
FRESH VEGETABLES MT										
CARROTS	1,681	1,993	21,834	21,087	22,685	1,681	1,993	21,834	21,087	22,685
ASPARAGUS	1,422	1,422	11,762	11,762	11,762	1,422	1,422	11,762	11,762	11,762
BELL PEPPER	4,646	4,646	11,762	11,762	11,762	4,646	4,646	11,762	11,762	11,762
CARROTS	1,681	1,993	21,834	21,087	22,685	1,681	1,993	21,834	21,087	22,685
CHILLI PEPPER	3,847	3,847	11,762	11,762	11,762	3,847	3,847	11,762	11,762	11,762
CUCUMBERS	3,792	3,792	11,762	11,762	11,762	3,792	3,792	11,762	11,762	11,762
ONIONS	6,351	6,351	20,605	27,124	24,786	6,351	6,351	20,605	27,124	24,786
POTATOES	2,757	2,757	21,087	21,087	21,087	2,757	2,757	21,087	21,087	21,087
SQUASH	1,934	1,934	10,845	10,845	10,845	1,934	1,934	10,845	10,845	10,845
TOMATOES	30,740	41,473	499,756	651,123	559,771	30,740	41,473	499,756	651,123	559,771
OTHER FRESH VEG	28,998	32,477	340,116	374,515	396,143	28,998	32,477	340,116	374,515	396,143
Subtotal:----										
CANNEO/DEHYO VEGE MT										
CND ARTICOKES	2,892	3,037	15,402	21,242	20,902	2,892	3,037	15,402	21,242	20,902
CND BAMBO	1,092	1,092	10,845	10,845	10,845	1,092	1,092	10,845	10,845	10,845
CND MUSHROOMS	7,621	6,126	61,033	49,653	47,344	7,621	6,126	61,033	49,653	47,344
CND MINTENTO	1,100	1,100	10,845	10,845	10,845	1,100	1,100	10,845	10,845	10,845
CND TOMATOES	3,709	4,195	40,313	36,824	50,983	3,709	4,195	40,313	36,824	50,983
CND WATERCHNUTS	3,601	3,601	10,845	10,845	10,845	3,601	3,601	10,845	10,845	10,845
TOMATO PST & SAU	2,934	1,422	10,845	10,845	10,845	2,934	1,422	10,845	10,845	10,845
DRIED MUSHROOMS	2,330	1,422	10,845	10,845	10,845	2,330	1,422	10,845	10,845	10,845
DRIED TOMATOES	4,455	4,455	10,845	10,845	10,845	4,455	4,455	10,845	10,845	10,845
OTHER DEHY VEG	16,986	15,098	88,022	107,494	106,807	16,986	15,098	88,022	107,494	106,807
OTHER CAN VEG	13,874	15,361	172,488	172,488	172,488	13,874	15,361	172,488	172,488	172,488
Subtotal:----										
FROZEN VEGETABLES MT										
BROCCOLI FZN	10,320	12,010	140,467	157,541	169,617	10,320	12,010	140,467	157,541	169,617
CAULIFLOWER FZN	371	458	2,558	1,663	24,473	371	458	2,558	1,663	24,473
POTATO FZN	12,962	16,243	134,277	134,277	159,056	12,962	16,243	134,277	134,277	159,056
OTHER VEG FZN	49,885	46,820	433,779	465,541	572,786	49,885	46,820	433,779	465,541	572,786
Subtotal:----										
TREE NUTS MT										
BRAZIL NUT	1,712	697	8,703	6,141	10,643	1,712	697	8,703	6,141	10,643
CASHEWS TOT	4,563	6,128	48,488	47,667	55,579	4,563	6,128	48,488	47,667	55,579
COCONUT	5,120	3,160	48,488	36,421	58,571	5,120	3,160	48,488	36,421	58,571
PECANS	491	492	23,775	23,712	23,712	491	492	23,775	23,712	23,712
OTHER NUTS	1,719	1,574	18,560	15,721	22,595	1,719	1,574	18,560	15,721	22,595
Subtotal:----										
NURSEY PRODUCTS M										
CARNATIONS	66,342	77,496	1,003,273	1,127,652	1,149,990	66,342	77,496	1,003,273	1,127,652	1,149,990
CHRISTMAS TREES	0	0	0	0	0	0	0	0	0	0
CHRYSANTHEMUS	40,936	45,731	528,711	578,238	621,067	40,936	45,731	528,711	578,238	621,067
ROSE	48,330	53,192	647,594	713,386	752,833	48,330	53,192	647,594	713,386	752,833
TULIP BULBS	10,910	4,085	88,611	90,801	321,236	10,910	4,085	88,611	90,801	321,236
OTHER CUT FLOWERS	0	0	0	0	0	0	0	0	0	0
OTHER NURSEY PROD	0	0	0	0	0	0	0	0	0	0
Subtotal:----										
HOPS & PRODUCTS MT										
HOPS & PELLETS	192	19	5,160	5,302	5,191	192	19	5,160	5,302	5,191
OTHER HOP PROD	1	4	555	503	555	1	4	555	503	555
Subtotal:----										
WINE KL										
RED WINE	9,970	14,468	102,075	125,943	121,295	9,970	14,468	102,075	125,943	121,295
SPARKLING WINE	1,882	2,215	23,854	25,938	29,492	1,882	2,215	23,854	25,938	29,492
WHITE WINE	2,135	9,260	28,487	88,879	94,531	2,135	9,260	28,487	88,879	94,531
OTHER WINE PROO	2,432	5,671	24,276	34,115	37,724	2,432	5,671	24,276	34,115	37,724
Subtotal:----										
MISCELLANEOUS KL										
BEER & BEVERAGES	130,235	164,453	1,112,396	1,285,245	1,379,486	130,235	164,453	1,112,396	1,285,245	1,379,486
OTHER MISC	0	0	0	0	0	0	0	0	0	0
Subtotal:----										
Grand Total:										

## **EXPORT NEWS AND OPPORTUNITIES**

### **Supplier Credit Guarantee Program announced: \$20 million for Mexico**

On August 20, the United States Department of Agriculture authorized \$20 million in Supplier Credit Guarantee Program (SCGP) sales to Mexico for fiscal year (FY) 1996. This new adaptation of the GSM 102 program is unique because it covers short term financing and may be extended directly by U.S. exporters to foreign buyers for up to 180 days and it only requires that importers obtain a promissory note in case of default on the Commodity Credit Corporation (CCC) backed payment guarantee. Under this announcement coverage of up to 50 percent of the principal is offered on credit terms of 15, 20, 30, 45, and 60 days. No interest coverage is offered under this announcement.

Since this initial announcement was made late in the fiscal year 1996 cycle, and recognizing the benefits of permitting exporters sufficient time to carefully arrange transactions under this new program without facing the pressures of expiring allocation, the CCC offers the following options: 1) exporters may apply by September 30 (the end of FY 1996) provided contractual arrangements call for export no later than November 30, 1996; or 2) exporters may apply after September 30 for any allocation remaining unutilized if their contractual arrangements call for export no later than December 31, 1996.

SCGP is available for the following horticultural products: tree nuts (almonds, pistachios, pecans, and walnuts); fresh fruit (apples, grapes, pears, peaches, plums, nectarines, oranges, lemons, grapefruit, kiwifruit, strawberries, raspberries, and blueberries); dried fruit (raisins and plums); canned fruit (peaches, pears, and fruit cocktail); potatoes (cut and frozen for french fries); fresh vegetables (asparagus, carrots, broccoli, lettuce, and tomatoes); canned vegetables (asparagus, carrots, corn, and tomatoes); frozen vegetables (beans, broccoli, carrots, and corn); wine and brandy.

### **GSM-102 Credit Guarantee Program: Allocations for the East Caribbean Region and Mexico increased by \$10 million and \$25 million, respectively**

Through the GSM-102 Credit Guarantee program, U.S. exporters can be paid by a U.S. bank immediately upon export if an irrevocable letter of credit is opened by the importer's bank and financed by a U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. The following table presents FY 1996 allocations by country by product through September 18, 1996. A distinctive feature of the FY 1996 GSM-102 is the move toward more "commodity basket" programs, i.e., one country allocation under which are listed several commodities and products that may be registered on a first-come, first-serve basis. This structure provides more flexibility to exporters in registering different sizes of shipments under the program. Repayment terms vary under the program, from the standard 3-year to 90-day terms. *Cautionary information for use of the accompanying table: The table reflects only exporter applications for guarantees that have been entered into the GSM-102 computerized system. At any given time, exporter applications are in process, and not all of those received have been entered into the system. Moreover, all applications are initially entered into the system on a provisional basis until the guarantee fee has been received, and the written guarantee has been issued. Thus, some applications now in the system may in the future be removed, and the commodity balances correspondingly increased.* For details on terms and authorizations see the footnotes to the table. Note: applications to include other horticultural commodities and products in GSM-102 programs will be considered by FAS. (For further information on the GSM-102 program for horticultural commodities, contact Robert Knapp, 202-720-4620.)

# FY 1996 GSM-102 Credit Guarantee Coverage 1/

Announced Allocations Country/Commodity	Exporter Applications FY 1996 (\$1,000)	Approved FY 1996 (\$1,000)	Balance (\$1,000)
China	100,000	0	100,000
Potatoes 2/	0	0	0
Hops and Products	0	0	0
India	15,000	0	15,000
Treenuts 3/	0	0	0
Indonesia	160,000	86,400	74,000
Potatoes 2/	0	0	0
Tree nuts 4/	0	0	0
Fresh fruit 19/	0	0	0
Raisins and dates	0	0	0
Papua New Guinea 5/	1,000	0	1,000
Canned Vegetables	0	0	0
Czech Republic	10,000	0	10,000
Potatoes 6/	0	0	0
Apples	0	0	0
Slovakia	10,000	0	10,000
Frozen Concentrated Orange Juice	0	0	0
Poland 5/	25,000	0	25,000
Potatoes 2/	0	0	0
Russia 5/	50,000	49,500	500
Canned or Frozen Vegetables 7/	0	0	0
Fresh Fruits 8/	0	0	0
Frozen Concentrated Orange Juice	300	300	0
Almonds	0	0	0
Potatoes	0	0	0
Potato Flakes	0	0	0
Egypt 9/	160,000	109,700	50,300
Potatoes 6/	0	0	0
Tunisia	75,000	316,000	43,400
Almonds/Walnuts	0	0	0
Raisins	0	0	0
Southern Africa Region 10/	50,000	8,100	41,900
Tree nuts 4/	0	0	0
Potatoes 2/	0	0	0
East Caribbean Region 11/	80,000	79,900	100
Fresh fruit 12/	0	0	0
Mexico	1,425,000	1,414,100	10,900
Almonds	0	0	0
Fresh Fruits 13/	5,100	5,100	0
Hops and Products	2,300	2,300	0
Potatoes 6/	0	0	0
Andean Region 14/	350,000	229,200	120,800
Tree Nuts and	0	0	0
Raisins & Freeze-dried Apples	0	0	0
Fresh Fruits 15/	0	0	0
Central America Region 16/	80,000	69,300	10,700
Potatoes 6/	0	0	0
Argentina	20,000	0	20,000
Potatoes	0	0	0
Brazil	150,000	69,200	80,800
Fresh Fruit 17/	0	0	0
Potatoes 6/	0	0	0

1/ Coverage announced for FY 1996 as of September 18, 1996 detailed in FAS Program Announcements (tel: 202-690-1621 for information); unless otherwise noted, terms are FOB, 90-days to 3 years; coverage cited for countries includes allocations for all approved agricultural commodities consequently the data do not total. 2/ Cut and frozen for french fries, and potato flakes. 3/ Walnuts, pistachios, almonds. 4/ Almonds, walnuts. 5/ Terms are 90 days to one year; for 1-yr terms for Russia, principal repayments plus accrued interest are due at 6-month intervals; C&F coverage also available to point of first ocean discharge for non-Russian flag carriers (see Program Announcement for details). 6/ Cut and frozen for french fries. 7/ Canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach). 8/ Apples, oranges, tangerines, lemons, and pears. 9/ Egypt program (90-day to one year terms) authorized at \$160-million level for FY96. 10/ Angola, Botswana, Burundi, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, South Africa, Swaziland, Tanzania, Uganda, Zaire, Zambia, Zimbabwe. 11/ Barbados, Grenada, Guyana, St. Lucia, St. Vincent and the Grenadines, Suriname, and Trinidad and Tobago. 12/ Apples, grapes, pears, plums, and peaches. 13/ Apples, pears, plums, peaches, nectarines, kiwifruit, and strawberries. 14/ Includes Bolivia, Colombia, Ecuador, Chile, Peru, and Venezuela. 15/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries. 16/ Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 17/ Apples; Brazil coverage is for one-year terms; the FY96 authorization is for \$255 million. 19/ Fresh fruit including apples, grapes, oranges, pears, plums, prunes, cherries, and lemons.

## **U.S. pear exports set another record in 1995/96**

According to the U.S. Census Bureau statistics, U.S. pear exports in marketing year 1995/96 (July/June) reached a record \$82.6 million, up 14 percent from the previous year's value. Expanded sales to Canada and Brazil more than offset lower shipments to Mexico. Sales to Canada, the largest U.S. market, expanded 15 percent to \$31.6 million in 1995/96, due to higher per unit prices. Sales to Mexico, the second largest market, fell 35 percent to \$14.4 million in 1995/96. Exports to Mexico in the first half of the marketing year were adversely affected by the December 1994 peso devaluation, but showed signs of recovery in the second half. Sales to Brazil, the third largest market, more than doubled to \$9.5 million in 1995/96. Market Access Promotion dollars played a pivotal role in the expanded sales to Brazil. Although limited industry funds had been previously used for promotion in Brazil, fiscal year 1996 represented the first significant promotion budget for U.S. pears in Brazil. This budget allowed for in-store promotions to be held for the first time in Brazilian supermarkets. Also, a recent potentially trade-disrupting development involving Brazil's phytosanitary import requirements for pears has been favorably resolved. The resulting agreement will help to ensure continued, uninterrupted access to this important market.

## **U.S. frozen french fry exports continue to sizzle**

The export value of U.S. frozen french fries in marketing year 1995/96 (July-June) was \$256.3 million, up 6 percent over the previous year and more than double the level of 5 years ago. Marketing year 1995/96 marks the 12th consecutive year of increasing value for U.S. french fry exports. Export volume in 1995/96 reached a record 349,937 metric tons, a 7-percent rise over a year ago and more than double the level of 5 years ago. Rising incomes, on-going Market Access Program activities, and increased demand from the food service sectors

in East Asia and Latin America continue to boost U.S. shipments. Shipments to Japan in 1995/96, the leading U.S. customer, jumped 16 percent to \$183.8 million. The next four largest markets consisted of South Korea, Hong Kong, the Philippines, and Taiwan, which together increased 21 percent to \$50.3 million.

## **Korea announces tender for fresh onions and garlic**

On September 16, 1996, the Korean Agricultural and Fishery Marketing Corporation (AFMC) announced a tender for 3,000 metric tons of garlic. The tender was open for public competitive bidding to be delivered at the ports of Pusan, Incheon or Kunsan by October 15, 1996.

On September 17, 1996, AFMC announced a tender for 13,000 metric tons of onions. This tender was also open for public competitive bidding to be delivered at the ports of Incheon, Pusan or Kunsan as follows: 3,000 tons by October 10, 1996; 4,000 tons by October 15, 1996; and 6,000 tons by November 5, 1996. Korea will require an estimated 50,000 tons of onion imports this year, because of a dramatic shortfall in its domestic onion crop in 1996.

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **Thailand's duty cuts for imported nuts and raisins expected to boost U.S. sales**

Thailand has sharply reduced import duties on imported tree nuts and raisins, according to a recent report from the U.S. Agricultural Counselor in Bangkok. This action responded to FAS's April 1995 proposal to the Thai Ministry of Finance to reduce duties on a variety of horticultural products and Deputy Secretary Rominger's meeting with Thailand's Minister of Finance in September 1995. Specifically, Thailand has reduced the applied duties on a range of tree nuts, including almonds, pistachios, walnuts, and hazelnuts, from about 56 percent to 10 percent ad valorem. The tariff on raisins was

lowered from 57 percent to 30 percent. U.S. exports to date of the affected commodities have been relatively modest - a combined \$1.2 million for the period August 1995 - July 1996 - largely because of the trade-restrictive duty levels. With these lower duties, particularly for tree nuts, it is anticipated that trade will increase significantly. Thailand is a growing market for U.S. horticultural products. For the 12-month period ending July 1996, U.S. horticultural exports to Thailand totaled \$50.4 million, an increase of 20 percent from the comparable period in the preceding year. Apples, which are among the few items to be assessed the low duty rate of 10 percent, accounted for nearly 40 percent of the total value of U.S. horticultural exports to Thailand over the period August 1995 - July 1996.

### **Indonesian fruit import requirement rumors continue; Indonesian team coming to the United States**

Reports persist that the Government of Indonesia (GOI) may soon impose new import requirements on fruit. The U.S. Department of Agriculture has conveyed its concerns over these reports to various Indonesian government officials in Jakarta, Washington, and Geneva.

Meanwhile, a team of Indonesian officials is scheduled to visit the United States in mid-October to assess U.S. quarantine, inspection, and food safety systems. While the visit is largely focused on addressing problems that Indonesia is encountering with its exports to the United States, the visit provides an opportunity for the U.S. Government to discuss this issue with Indonesian officials. For the 12 month period ending June 1996, U.S. fresh fruit exports to Indonesia reached \$43 million, an increase of 33 percent from the comparable period of a year earlier. The key U.S. export items include apples (accounting for three-fourths of the total), grapes, and oranges.

### **Guatemala announces new, larger apple import quota**

Effective September 9, 1996, the Government of Guatemala (GOG) established a tariff rate quota (TRQ) of 5,000 metric tons for the importation of apples, far surpassing its previous WTO commitment of 157 tons for apples and pears, according to a report from the U.S. Agricultural Attache in Guatemala city. The new import law also reduced the apple import tariff from its 20 percent level to an in-quota tariff of 12 percent. The out-of-quota tariff was set at 25 percent. The new policy also eliminates Guatemala's import licensing requirement for apples and allows for imports year round. The GOG had not been fully applying its Uruguay Round (UR) provisions the past two years, which had enabled trade to occur at levels above the minimum levels specified in the UR agreement. As the primary supplier of imported apples, the United States is expected to benefit most from the new policy. Guatemala has become an important market for U.S. apple exporters in recent years. U.S. apple exports to Guatemala in marketing year (July-June) 1995/96 totaled 5,402 tons, valued at \$3.2 million. These figures compared to 197 tons, valued at \$133,078, exported in the 1991/92 season.

### **Japan opens market to Canadian and Australian tomatoes; access for U.S. tomatoes pending**

Japan has approved imports of tomatoes from both Canada and Australia (Tasmania) during the month of September, according to recent reports from the U.S. Agricultural Minister-Counselor's Office in Tokyo. Japan's government determined in both cases that the products meet the country's phytosanitary import requirements. Meanwhile, the technical review and approval process to allow imports of U.S. tomatoes continues. It is hoped the Government of Japan will complete its internal review and hold the requisite public hearing on the issue within the next several months. This could clear the way for U.S. exporters to commence shipments to this promising market by early next year.

## Walnut Situation and Outlook

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Walnut exports from selected countries in marketing year 1996/97 are forecast to increase 5 percent to a record 189,100 metric tons as Chinese exports are forecast to rise 45 percent. However, China's 1996/97 export potential may be tempered by domestic demand and the quality of the new crop. China's walnut exports fell 20 percent in 1995/96 due to strong domestic demand and a limited supply of high quality walnuts. Although the quantity of U.S. exports in 1995/96 approximated the previous year's level, the value rose 18 percent to \$181 million, due to strong international prices. Japan accounted for the sharpest rise in sales. U.S. exports in 1996/97 are expected to decline about 6 percent, due to the expected smaller harvest and increased competition from China.

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Walnut production in selected countries in 1996/97 is forecast at a record 601,600 tons (inshell basis), up 3 percent from the previous record set last season. An expected 13-percent gain in Chinese output more than offsets production declines in Chile, Italy, and the United States.

Selected country walnut exports in 1996/97 are forecast at a record 189,100 tons, 5 percent above the previous season's revised export estimate. An expected sharp increase in Chinese exports is expected to more than offset a likely reduction in U.S. shipments. The United States and China account for about 75 percent of the world's walnut exports.

### United States

The 1996/97 U.S. walnut crop is estimated at 199,580 tons, down 6 percent from last year. During the most recent tree survey, average nut set per tree was estimated down 8 percent from last year. In addition, heavy drop was reported as a result of last winter's low chilling hours and the significant rain received during May. The final estimate of the 1995/96 harvest is 212,280 tons, up slightly from 1994/95.

The United States exports about half of the walnuts it produces and is the world's largest

exporter. In 1995/96, U.S. walnut exports increased 2 percent. Five main markets accounted for 93 percent of total U.S. 1994/95 inshell exports: the European Union (EU), Canada, Brazil, Israel, and Japan. Retail consumers in these countries often serve inshell walnuts as a snack during various holiday seasons. Meanwhile, food manufacturers in these countries frequently incorporate U.S. shelled walnuts as an ingredient in baked goods, breakfast cereal, confectionary products, and ice cream.

U.S. walnut exports are forecast to decline 6 percent in 1996/97. An expected smaller U.S. crop and competition from likely higher Chinese exports are expected to reduce U.S. exports.

U.S. domestic consumption of walnuts in 1996/97 is forecast at 116,000 tons, 10 percent above the previous season's level. An increase in consumption is likely due in part to the smaller U.S. pecan crop.

### China

China's 1996/97 walnut crop is forecast at a record 260,000 tons, up 13 percent from last year's revised estimate of 231,000 tons. This upward trend in China's walnut production is expected to continue. Walnut prices have been favorable and growers are recognizing the

relationship between higher prices and high quality walnuts, so they are increasing inputs and planting better quality varieties. Because of their resistance to hot, dry weather, walnut trees are being planted in areas that are not suitable for other crops and on less-than-optimal land. Walnut production is spread across China with the provinces of Yunnan, Shanxi, and Shaanxi playing leading roles. Planting of new trees is beginning to slow and growers are instead focusing on improving orchard care and using more and better inputs.

In 1996/97, Chinese exports of walnuts are forecast to increase 45 percent to 45,000 tons based on the expected larger harvest. Some sources forecast exports to double. However, the quality of the new crop and domestic demand will play an important role in determining how much exports will increase. Exports in 1995/96 were down for the third year in a row because of the strong domestic market and the limited supply of high quality walnuts. The walnut quality in most areas of China last year was average to below average because of adverse weather conditions.

Low production costs have permitted the Chinese to compete in the international market. Shelled walnuts continue to comprise the majority of international sales while walnuts in shell are primarily sold domestically. Five markets accounted for 85 percent of China's shipments of shelled walnuts in 1995/96: the European Union, Japan, Hong Kong, Australia, and Canada. Approximately 87 percent of China's inshell walnut exports were purchased by the European Union, Lebanon, North Korea, the United Arab Emirates, and Hong Kong.

Domestic consumption increased sharply in 1995/96 because of strong domestic demand plus the difficulty in exporting lower-quality walnuts. Walnuts are a popular snack among Chinese and many Chinese think walnuts help maintain good health.

#### **Turkey**

Production in 1996/97 is forecast at 66,000 tons, up slightly from last year's crop which was revised downward because of adverse weather. The number of bearing trees is forecast up 3 percent in

1996/97, to 3.5 million, revealing a gradual increase. The Horticultural Research Institute in Turkey has been leading walnut research into improved varieties. Thus far, only a few varieties with higher yields have been planted commercially and are bearing nuts. These seedlings are reportedly in high demand. Because of this, future output is expected to increase steadily as higher yielding varieties are planted and reach bearing age.

Most of the walnuts produced in Turkey are consumed domestically. Official data are not available for total domestic consumption. However, most observers believe that per capita consumption is relatively stable, with much of the increase in aggregate consumption resulting from rising population. Trade sources estimate that growers use about 50 percent of the crop at home with the remainder sold for commercial consumption. Most walnuts are marketed in-shell.

#### **India**

Walnut production in 1996/97 is forecast to expand 16 percent to a record 29,000 tons as a result of favorable weather and a slight increase in the number of bearing trees. Walnuts are produced in the state of Jammu and Kashmir. Since the late-1980's area has expanded to some non-traditional producing areas in the one state where climatic conditions are similar to those in traditional growing areas. Trees in these areas are maturing which is helping to push production higher. Planted area in 1996/97 is forecast at 36,400 hectares, up slightly from 1995/96. The 1995/96 Indian walnut crop decreased 11 percent due to unfavorable weather and the alternate bearing cycle of walnut trees.

In 1996/97, exports of walnuts are forecast to increase 9 percent to 19,000 tons as Indian walnuts could compete more vigorously with Chinese walnuts if quality continues to be a problem for China. Exports in 1995/96 increased 13 percent to 17,500 tons due primarily to improvements in nut quality and packaging for export. A least 90 percent of walnut exports move in vacuum packs with the remainder in cardboard cartons.

Indian walnut consumption in 1996/97 is forecast to increase slightly to 11,000 tons. Ample supplies, anticipated lower retail prices, and the post-harvest onset of the festival season should spur consumption. In India, walnuts are cheaper than other tree nuts. The Indian confectionery and ice cream industries, which have increasing levels of foreign investment, are using more walnuts.

#### **France**

Production of walnuts in 1996/97 is forecast at 27,000 tons, up 4 percent from 1995/96. The increase is attributed to slightly better weather conditions during the spring blossom and nut set. However, the relatively hot, dry summer limited nut growth. Area planted is estimated at 18,700 hectares, up slightly from last year, and may be the first time in 6 years that plantings have slowed. Production should continue to increase for the next 5 years as older plantings mature and nut production increases.

Exports remain important to the French walnut industry. In 1995/96, walnut exports from France grew 5 percent to 13,900 tons. Walnut exports in 1996/97 are also forecast to increase 4 percent.

#### **Italy**

Preliminary assessments indicate that Italy will harvest 10,000 tons of walnuts in 1996/97, down 37 percent from 1995/96's relatively large crop. In addition to an off-year in the bearing cycle, wide temperature variations in the spring hampered 1996/97 crop development. Planted and harvested areas, estimated at 4,800 and 4,000 hectares, respectively, continue to decline as trees age and little replanting is done.

Exports play a small role in the Italian walnut industry with imports being far more important. Imports of walnuts in 1996/97 are expected to increase 50 percent to 18,000 tons because of the expected smaller harvest.

The United States supplied 90 percent of Italy's inshell walnuts imports from September 1995 to March 1996. During the same period, Italy imported 26 percent of its shelled walnuts from the United States.

(For further information on supply, distribution, and trade, contact William Janis at 202-720-0897. For further information on U.S. marketing opportunities, contact Stacey Peckins at 202-720-5330. For further information on production, contact Kelly Kirby Strzelecki at 202-720-6791.)

**WALNUTS: PRODUCTION, SUPPLY, AND DISTRIBUTION**  
**(Metric Tons, Inshell Basis)**  
**Marketing Years 1994/95-1996/97 <sup>1/</sup>**

Country/ Marketing Year	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks	Total Distribution
<b>Chile</b>								
1994/95	180	8,800	71	9,051	7,800	1,101	150	9,051
1995/96	150	9,500	0	9,650	8,400	1,090	160	9,650
1996/97 <sup>2/</sup>	160	10,000	0	10,160	8,800	1,200	160	10,160
<b>China</b>								
1994/95	0	209,997	108	210,105	38,867	171,238	0	210,105
1995/96	0	231,000	63	231,063	31,028	200,035	0	231,063
1996/97 <sup>3/</sup>	0	260,000	40	260,040	45,000	215,040	0	260,040
<b>France</b>								
1994/95	0	29,000	8,100	37,100	13,300	23,800	0	37,100
1995/96	0	25,900	8,000	33,900	13,900	20,000	0	33,900
1996/97 <sup>3/</sup>	0	27,000	7,500	34,500	14,500	20,000	0	34,500
<b>India</b>								
1994/95	3,390	28,000	0	31,390	15,450	10,200	5,740	31,390
1995/96	5,740	25,000	0	30,740	17,500	10,500	2,740	30,740
1996/97 <sup>3/</sup>	2,740	29,000	0	31,740	19,000	11,000	1,740	31,740
<b>Italy</b>								
1994/95	1,000	9,000	17,197	27,197	1,062	25,635	500	27,197
1995/96	500	16,000	12,000	28,500	1,500	26,500	500	28,500
1996/97 <sup>3/</sup>	500	10,000	18,000	28,500	1,000	27,000	500	28,500
<b>Turkey</b>								
1994/95	2,800	66,000	360	69,160	698	64,962	3,500	69,160
1995/96	3,500	65,000	200	68,700	800	64,500	3,400	68,700
1996/97 <sup>3/</sup>	3,400	66,000	200	69,600	800	65,200	3,600	69,600
<b>United States <sup>3/4/</sup></b>								
1994/95	79,080	210,469	794	290,343	104,410	126,285	59,648	290,343
1995/96	59,648	212,283	907	272,839	106,966	105,895	59,978	272,839
1996/97 <sup>5/</sup>	59,978	199,600	1,100	260,678	100,000	116,000	44,678	260,678
<b>TOTAL</b>								
1994/95	86,450	561,266	26,630	674,346	181,587	423,221	69,538	674,346
1995/96	69,538	584,683	21,170	675,392	180,094	428,520	66,778	675,392
1996/97 <sup>5/</sup>	66,778	601,600	26,840	695,218	189,100	455,440	50,678	695,218

<sup>1/</sup> Marketing Years: March-February for Chile; August-July for the United States; September-August for Italy and Turkey; October-September for China, France, and India.

<sup>2/</sup> Data are from a January 1996 report by USDA/Foreign Agricultural Service(FAS).

<sup>3/</sup> Export and import forecasts by USDA/FAS.

<sup>4/</sup> U.S. export and import data come from the Bureau of the Census with forecasts by USDA/FAS.

<sup>5/</sup> For conversion of shelled exports, U.S. domestic shelling ratios of .4327 and .4099 for 1994/95 and 1995/96 originate from calculations of data from the National Agricultural Statistics Service.

FAS converted imports to an inshell basis using a constant recovery rate of 0.4.

## Hazelnut Situation and Outlook

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Hazelnut production in four countries in 1996/97 is forecast to decline 4 percent to 568,144 metric tons, due to sharply reduced harvests in Turkey and the United States. Total exports from the selected countries in 1996/97 are forecast to fall 5 percent to 361,000 tons. A sharp decrease in Turkish exports will likely more than offset a doubling of Italian exports. Strong international demand for high quality U.S. hazelnuts should maintain U.S. exports in 1996/97 close to the previous year's level despite the expected sharp decrease in production, as domestic consumption declines to free up exports.

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Preliminary assessments put 1996/97 hazelnut production in the four countries surveyed at 568,144 metric tons (inshell basis), down 4 percent from 1995/96. The downturn reflects significant declines in Turkey (the world's largest producer) and the United States, which more than offset a 53 percent increase in Italian output. Turkey's hazelnut crop is forecast to decrease 10 percent and the U.S. harvest by 49 percent.

Exports from selected countries in 1996/97 are forecast to decrease 5 percent to 361,000 tons from 1995/96 because of lower production in Turkey. Italian exports could double to 50,000 tons. U.S. exports are expected to approximate last year's level, despite a sharp fall in production, due to strong demand for high quality U.S. hazelnuts, primarily in Germany.

Ending stocks for selected countries in 1996/97 are expected to drop 7 percent. Turkey accounts for the bulk of the decline in stocks. Turkey holds more than 50 percent of the selected country stocks.

### United States

U.S. production of hazelnuts in 1996/97 is forecast at 18,144 tons, 49 percent below the previous year's output. If realized, this hazelnut crop would be the smallest since 1989. A severe December wind storm (which considerably damaged many limbs), freezing weather in February, and flooding adversely affected the crop. Also, cool, wet

weather during pollination limited nut set.

In 1995/96, total exports of U.S. hazelnuts decreased 3 percent to 11,381 tons (inshell basis). The European Union (EU) is the major customer of U.S. hazelnuts, accounting for 67 percent of total 1995/96 sales. Canada bought 8 percent of U.S. inshell hazelnuts, Brazil 6 percent, and Israel and Egypt 3 percent each. The EU, Canada, and Israel have modern food manufacturing industries, which can process shelled hazelnuts into finished ingredients.

U.S. exports of hazelnuts in 1996/97 are forecast to drop 12 percent to 10,000 tons due to the sharply reduced U.S. harvest and heightened competition from likely higher Italian exports. Italian hazelnuts are of quality comparable to U.S. hazelnuts and therefore can easily enter traditional U.S. markets in the EU.

Turkey supplied almost all U.S. imports of hazelnuts, primarily shelled product.

The U.S. bakery, breakfast cereal, and confectionery industries use domestic U.S. and imported hazelnuts. Companies in these sectors often convert shelled hazelnuts to paste for use as an ingredient.

U.S. per capita consumption of hazelnuts has fluctuated according to the product's availability. With higher U.S. hazelnut prices likely because of the short 1996/97 crop, domestic consumption

could fall significantly.

## Turkey

Turkey's 1996/97 hazelnut harvest is forecast at 410,000 tons, 10 percent below the previous season's output. Weather was normal for most of the early growing season. However, hot, dry weather during June and July adversely affected the crop, reducing yields.

Turkey is by far the world's leading producer of hazelnuts, accounting for about 70 percent of world supply. Hazelnut production is concentrated mainly along Turkey's Black Sea coast. About 60 percent of the crop is produced in the eastern Black Sea region, 15 percent is produced in the central region, and the remaining 25 percent in the western Black Sea region.

The support price for the 1996/97 crop announced by the Government of Turkey is TL 166,000 per kilogram (U.S.\$1.84), up 110 percent in terms of Turkish Lira and up 18 percent in terms of U.S. dollars. While the announced support price is viewed as attractive, it is unknown whether FISKOBIRLIK--the quasi-governmental hazelnut cooperative--will be provided with adequate funds to buy significant quantities of hazelnuts. Earlier government plans to reform grower cooperatives, including FISKOBIRLIK, along more market oriented lines are uncertain because of a recent change in political leadership in Turkey.

Turkey accounts for more than 80 percent of world hazelnut trade. Turkey's hazelnut exports in 1996/97 are forecast to decline for the second year in a row based on the expected smaller harvest. The export tax on hazelnuts continues to be U.S. \$10 per 100 kilograms despite earlier speculation that it might be removed.

Europe is the major market for Turkish hazelnuts. The Hazelnut Exporters Union continues to examine the possibility of expanding exports to new markets in the Far East, North America, including the United States, and countries of the former Soviet Union.

About four-fifths of Turkey's hazelnut exports are comprised of raw kernels and the remaining one-

fifth consists of processed kernels, including roasted, sliced, chopped, paste, meal, and flour. Very little is exported as finished consumer confectionary items. The trend, however, is to move from raw exports to processed and finished products to capture added value. One constraint to increasing exports of hazelnut confectionary items is the relatively low quality of Turkish chocolate (an important base for hazelnut products) compared to European chocolates.

The 1994/95 export estimate was revised upward sharply to a record 432,890 tons based on official statistics. As a result, end-of-year stocks were drawn down significantly. With a tighter market situation, FISKOBIRLIK did not crush hazelnuts for oil in 1995/96, thereby significantly reducing domestic consumption for that year.

## Italy

Hazelnut production in 1996/97 is forecast at 130,000 tons, up 53 percent from the weather-reduced crop in 1995/96, and considered an average output for an on-year in the production cycle. Italian hazelnut area is expected to be stable in the near future, while production will depend mostly on weather developments, as well as the cyclical fluctuations of the trees. The hazelnut industry is concentrated in four regions with Campania comprising approximately 50 percent of 1996/97 production, Latium, 33 percent, and the remaining output in Piedmont and Sicily.

In 1996/97, exports of hazelnuts from Italy are forecast to double to 50,000 tons based on the expected recovery in production. If prices are competitive, Italian exports are expected to displace Turkish and U.S. sales elsewhere in the European Union.

Italy's hazelnut exports in 1995/96 dropped 34 percent to 25,000 tons due to the smaller harvest. Prices of Italian hazelnuts during 1995/96 were low, due mainly to strong competition from Turkish imports and increased competition in the export market. Prices of shelled hazelnuts averaged about 5,500 lire or U.S. \$3.60 per kilogram. Preliminary expectations of the new crop prices are in line with these levels.

## **Spain**

The 1996/97 Spanish hazelnut crop is forecast at 10,000 tons, down 32 percent from the frost-reduced 1995/96 crop. Catalonia, the major Spanish hazelnut producing region, received excess rains and colder-than-normal weather during the growing season, which adversely affected nut set. The current crop is reportedly of poor quality and small nut sizes. There are indications that many farmers will not harvest their crops due to the low quality, small size of nuts, and competition from imports of Turkish hazelnuts.

The bulk of the hazelnut crop is consumed in shelled form. The confectionery and chocolate industries use about 60 to 70 percent of domestic supplies. Hazelnuts are also used for snacks, and are often marketed in the form of snack packs.

Hazelnuts are domestically marketed throughout the year in competition with almonds, peanuts and other snack foods. In years when almond prices are high, hazelnut demand in the confectionery industry increases.

Exports of hazelnuts from Spain are diminishing, while imports are rising. In 1996/97, Spanish hazelnut exports are forecast at 1,000 tons, down 81 percent from the previous year's shipments.

Imports are expected to reach 10,000 tons in 1996/97, up 5 percent from the previous year.

(For further information on supply, distribution, and trade, contact William Janis at 202-720-0897. For further information on U.S. marketing opportunities, contact Stacey Peckins at 202-720-5330. For further information on production, contact Kelly Kirby Strzelecki at 202-720-6791.)

**HAZELNUTS: PRODUCTION, SUPPLY, AND DISTRIBUTION**  
**(Metric Ton, Inshell Basis)**  
**Marketing Years 1994/95-1996/97 <sup>1/</sup>**

Country/ Marketing Year	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks	Total Distribution
<b>Italy</b>								
1994/95	15,000	120,000	57,605	192,605	37,794	94,811	60,000	192,605
1995/96	60,000	85,000	50,000	195,000	25,000	105,000	65,000	195,000
1996/97 <sup>F</sup>	65,000	130,000	35,000	230,000	50,000	115,000	65,000	230,000
<b>Spain</b>								
1994/95	100	23,700	8,000	31,800	7,000	21,300	3,500	31,800
1995/96	3,500	14,800	9,500	27,800	5,300	19,800	2,700	27,800
1996/97 <sup>F</sup>	2,700	10,000	10,000	22,700	1,000	19,000	2,700	22,700
<b>Turkey</b>								
1994/95	120,000	525,000	38	645,038	432,890	137,148	75,000	645,038
1995/96	75,000	455,000	18	530,018	340,000	100,018	90,000	530,018
1996/97 <sup>F</sup>	90,000	410,000	0	500,000	300,000	120,000	80,000	500,000
<b>United States <sup>2/ 3/ 4/</sup></b>								
1994/95	1,948	19,142	13,948	35,038	11,788	22,797	453	35,038
1995/96	453	35,381	11,000	46,834	11,381	33,576	1,877	46,834
1996/97 <sup>F</sup>	1,877	18,144	13,800	33,821	10,000	22,861	960	33,821
<b>TOTAL</b>								
1994/95	137,048	687,842	79,591	904,481	489,472	276,056	138,953	904,481
1995/96	138,953	590,181	70,518	799,652	381,681	258,394	159,577	799,652
1996/97 <sup>F</sup>	159,577	568,144	58,800	786,521	361,000	276,861	148,660	786,521

<sup>1/</sup> Marketing Years: July-June for the United States; September -August for Spain, Italy, and Turkey.

<sup>2/</sup> U.S. exports and imports are from the Bureau of the Census with forecasts by the USDA/Foreign Agricultural Service.

<sup>3/</sup> The shelling ratios for U.S. exports for 1994/95 and 1995/96 are 0.4002 and 0.3866 based on calculations from production data of the USDA/National Agricultural Statistics Service. For 1996/97, FAS used the 1995/96 shelling ratio.

<sup>4/</sup> The shelling ratio for U.S. imports for 1994/95 and 1995/96 is 0.4 based on calculations from the USDA/Economic Research Service.

F=Forecast

## Almond Situation and Outlook

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Almond production in six selected countries in 1996/97 is forecast to increase 34 percent to 351,400 metric tons, due to large production upturns in Spain and the United States, the world's two largest producing countries. Selected country exports in 1996/97 are consequently forecast to rise 6 percent. Lower world prices are likely in 1996/97, a situation that should strengthen demand. Although the quantity of U.S. almond exports was down sharply in 1995/96, due to a smaller harvest, the value of shelled and prepared and preserved almond exports reached a record \$870.6 million, up 21 percent from the previous year. Almond prices were up sharply in 1995/96 due to significantly smaller world supplies. Some recovery in the volume of U.S. almond exports is expected in 1996/97 based on the larger harvest, although the United States is expected to face increased competition from Spain.

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Large production increases in the United States and Spain, and smaller increases in Greece and Turkey will likely increase the combined almond output for the six countries surveyed to 351,400 tons (shelled basis)--an increase of 34 percent from 1995/96, but slightly below the previous 5-year average. In Italy and Morocco, the crops are estimated down 60 and 12 percent, respectively.

Selected country almond exports in 1996/97 are forecast to increase 6 percent to 187,800 metric tons based on expected larger production and likely lower prices which should increase demand. Both Spain and the United States are forecast to increase exports.

### United States

The final estimate of U.S. almond production for 1995/96 is 167,831 tons, down 50 percent from 1994/95, because of an off-year in the production cycle and excessive rains especially during the bloom. Production in 1996/97 is forecast up 43 percent, to 240,400 tons, as the production cycle recovers from the previous small harvest. The bloom varied from good to excellent across the growing area in California, but cold weather and intermittent rain during February and March hampered pollination.

The larger 1996/97 U.S. almond crop is expected to stimulate both domestic and export sales due to likely lower prices and greater availability of the product. A larger supply of almonds is expected to boost U.S. exports by 5 percent.

In 1995/96, shelled almonds, including prepared/preserved, accounted for the vast majority, 97 percent, of U.S. exports. Due to the short 1995/96 crop, exports of shelled almonds declined 22 percent. In 1995/96, principal U.S. customers for shelled almonds included the European Union (EU), Japan, Canada, South Korea, and Hong Kong.

Exports of inshell almonds provided the remainder of U.S. almond exports. In 1995/96, exports of inshell almonds plummeted 61 percent by quantity, due again to the diminished U.S. almond crop. Owing to the more discretionary nature of the use of inshell almonds among retail consumers, exports of inshell almonds fell even more than exports of shelled almonds. In 1995/96, major U.S. customers for inshell almonds included India, Brazil, the European Union, Israel, and Hong Kong.

The foreign markets for the different types of U.S. almonds have different characteristics. U.S. shelled almonds often enter markets for food processing ingredients where fewer options are

available to manufacturers. Price and quality play a major role in these transactions. Value-added prepared or preserved almonds must compete in other countries against numerous snack foods and desserts, including bakery goods, confections, and snacks. Meanwhile, cultural preferences for unshelled U.S. almonds influence purchases in particular countries, such as India.

## Spain

Almond production in 1996/97 is forecast at 67,800 tons, up 50 percent from 1995/96, because of increased rainfall following the adverse conditions of dry weather and high temperatures in 1995/96. Both the quality and the kernel size of the 1996/97 almond crop are expected to be good.

The area planted to almonds for 1996/97 increased slightly to 615,000 hectares, of which 595,000 hectares are bearing. Nearly half of Spain's almond crop is produced in the Valencia and Andalucia regions. Between 8 and 10 percent of area planted to almonds is irrigated.

In 1996/97, almond exports from Spain are forecast at 27,300 tons, up 28 percent from the previous year's volume based on likely lower prices and continued strong demand among food manufacturers in the European Union. The vast majority of Spain's almonds are shipped to other EU countries. For example, in 1995/96, EU purchases represented 93 percent of Spanish almond exports.

The United States remains the principal foreign supplier of almonds to Spain. In 1995/96, U.S. almonds constituted 89 percent of total Spanish imports, while other EU countries supplied 9 percent of imports.

In 1996/97, domestic almond consumption in Spain is expected to increase 5 percent to 49,000 tons as industrial demand for almonds recovers from the previous year's slump. Stocks were drawn down sharply in 1995/96 due to the smaller harvest.

The Spanish nougat industry, which uses 70 to 80 percent of the almonds consumed domestically, is the largest in the world. Spanish nougat

manufacturers prefer Spanish to U.S. almonds because of flavor differences and the higher oil content of Spanish almonds. U.S. imports are mainly used for low-priced nougat or marzipan. Millers of almond flour seek U.S. almonds due to their uniformity and low rate of breakage. Almonds compete primarily with hazelnuts and peanuts in Spain's industrial food processing market.

## Turkey

Almond production for 1996/97 is forecast at 15,700 tons, up 15 percent from the reduced 1995/96 estimate of 13,700 tons. The estimate for 1995/96 was revised downward because of early frosts in key growing areas, which adversely affected production. Production is concentrated in the Aegean, Marmara, and Mediterranean regions of Turkey.

The United States accounted for 88 percent of the small quantity of Turkish imports of almonds. Other imports originated from the European Union. Turkey maintains a 5-percent tariff on almonds along with a 35-percent surcharge on the C.I.F. value of almonds.

Almond consumption is growing slowly in Turkey, largely due to the abundant availability of hazelnuts, a close substitute for almonds. Most of the increase in aggregate consumption results from rising population rather than per capita consumption. Almonds generally are consumed whole as a snack food and only limited amounts are utilized in confectionary products.

## Italy

Almond production for 1996/97 is forecast at 6,000 tons, down 60 percent from 1995/96 because of unfavorable weather and declining production capacity of the trees. Intense, continuous rains in the producing areas of Apulia and Sicily from February through April, combined with freezing temperatures in late-winter have resulted in the lowest expected output in the last 2 decades. Concurrently, harvested area has been trending downward--from 102,459 hectares in 1994/95 to an estimated 93,000 hectares in 1996/97. Numerous uprootings occur each year

because of the declining productivity of older trees.

In the late-1960's, output averaged over 40,000 tons. In recent years, the crops have ranged from 12,000 to 20,000 tons as growing competition from California and Spain eroded profits, thereby limiting the farmers' incentive and financial ability to maintain their orchards.

In 1996/97, Italian exports of almonds are forecast to decrease more than 50 percent to 1,000 tons due to the reduced harvest. In 1995/96, other EU countries accounted for 90 percent of Italian almond exports. The current EU export subsidy for almonds exported to third countries is 180 lira (12 U.S. cents) per kilogram.

In 1996/97, Italy's almond imports are forecast to rise by more than 50 percent to 10,000 tons. In 1995/96, the United States accounted for 53 percent of total Italian imports. Because of a smaller harvest, Spain lost its place as the leading supplier to the Italian almond market. The current EU ad valorem customs duty for shelled almonds is 2 percent for imports within the EU-wide quota of 90,000 tons and 6.8 percent for imports over quota.

In 1996/97, Italian consumption of almonds is expected to decline 22 percent to 15,000 tons, continuing a downward trend which began in the early 1990's. Most almonds enter the food manufacturing sector as an ingredient. However, the processing industry has replaced, when technically possible, almonds with hazelnuts, depending on prices. For example, the domestic market situation during the last few months has been characterized by record high almond prices and relatively low hazelnut prices, which has pushed the confectionary industry to shift from one nut to the other.

## **Greece**

Almond production in 1996/97 season is forecast at 15,000 tons, up 15 percent from the previous harvest. Improved weather from last year has boosted output in 1996/97, as area harvested remained stable at 41,500 hectares.

In 1996/97, Greek exports of almonds are expected to plummet 53 percent to 400 tons. In 1995/96, other EU countries purchased 94 percent of Greek almond exports.

Greece's almond imports in 1996/97 are expected to remain at least year's level. Other EU countries supply most of Greece's imports.

## **Morocco**

Sweet almond production in 1996/97 is forecast at 6,500 tons, down 12 percent from the upwardly revised 1995/96 estimate. Abundant rainfall from November 1995 to April 1996 considerably reversed the stress on the trees caused by last year's drought and was expected to result in a good crop. However, excess rainfall during May caused the number of fruit per tree to drop significantly. Area harvested is estimated up slightly in 1996/97, to 9,000 hectares, of which about 50 percent is irrigated.

Local demand for sweet almonds consumes most Moroccan production. Morocco exports some sweet almonds, mainly to Libya. Imported almonds sometimes make up for shortfalls in the domestic market.

Historically, Morocco's imports of almonds have been insignificant. Nevertheless, with a reduced 1996/97 harvest, Morocco may import up to 100 tons of almonds.

(For further information on supply, distribution, and trade contact William Janis at 202-720-0897. For information on U.S. marketing opportunities, contact Stacey Peckins at 202-720-5330. For information on production, contact Kelly Kirby Strzelecki at 202-720-6791.)

**ALMONDS: PRODUCTION, SUPPLY AND DISTRIBUTION**  
**(Metric Tons, Shelled Basis)**  
**Marketing Years 1994/95-1996/97 <sup>1/</sup>**

Country/ Marketing Year	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks	Total Distribution
<b>Greece</b>								
1994/95	3,803	16,000	1,000	20,803	1,800	15,600	3,403	20,803
1995/96	3,403	13,000	1,000	17,403	850	15,400	1,153	17,403
1996/97 <sup>F</sup>	1,153	15,000	1,000	17,153	400	15,500	1,253	17,153
<b>Italy</b>								
1994/95	1,000	14,000	9,569	24,569	1,973	22,096	500	24,569
1995/96	500	15,000	6,500	22,000	2,200	19,300	500	22,000
1996/97 <sup>F</sup>	500	6,000	10,000	16,500	1,000	15,000	500	16,500
<b>Morocco</b>								
1994/95	1,600	5,743	28	7,371	20	6,800	551	7,371
1995/96	551	7,400	6	7,957	0	7,000	957	7,957
1996/97 <sup>F</sup>	957	6,500	100	7,557	0	7,000	557	7,557
<b>Spain</b>								
1994/95	7,700	70,260	18,600	96,560	28,600	49,560	18,400	96,560
1995/96	18,400	45,300	12,600	76,300	21,400	46,500	8,400	76,300
1996/97 <sup>F</sup>	8,400	67,800	7,500	83,700	27,300	49,000	7,400	83,700
<b>Turkey</b>								
1994/95	2,900	15,700	346	18,946	158	15,788	3,000	18,946
1995/96	3,000	13,700	300	17,000	100	14,400	2,500	17,000
1996/97 <sup>F</sup>	2,500	15,700	200	18,400	100	15,800	2,500	18,400
<b>United States <sup>2/ 3/ 4/</sup></b>								
1994/95	46,539	333,394	181	380,114	203,260	83,958	92,896	380,114
1995/96	92,896	167,831	253	260,980	151,990	66,897	42,093	260,980
1996/97 <sup>F</sup>	42,093	240,400	330	282,823	159,000	77,740	46,083	282,823
<b>TOTAL</b>								
1994/95	63,542	455,097	29,724	548,363	235,811	193,802	118,750	548,363
1995/96	118,750	262,231	20,659	401,640	176,540	169,497	55,603	401,640
1996/97 <sup>F</sup>	55,603	351,400	19,130	426,133	187,800	180,040	58,293	426,133

<sup>1/</sup> Marketing Years: July-June for the United States, Morocco; August-July for Tunisia; September-August for Spain, Italy, Turkey; October-September for Greece.

<sup>2/</sup> U.S. import data are from Bureau of Census with input from the Almond Board of California (ABC). Import forecast originates with USDA/Foreign Agricultural Service.

<sup>3/</sup> U.S. export and stock data for 1994/95 and 1995/96 come from the Almond Board of California; 1996/97 export forecast based on preliminary data from the Almond Board of California; 1996/97 stock estimate from the ABC.

<sup>4/</sup> U.S. production forecast by USDA/National Agricultural Statistics Service in Noncitrus Fruits and Nuts: 1995 Summary.

## Production and Trade of Fresh Cut Flowers in Selected Countries

U.S. exports of cut flowers and nursery products (CFNP) in 1995, valued at \$193 million, declined for the second consecutive year. CFNP exports, which peaked at \$209 million in 1993, registered the largest declines in 1995 in the Netherlands and Germany. Canada, the European Union and Mexico accounted for about 85 percent of the total export value in 1995. Cut flowers, valued at \$40 million, were up 6 percent, while nursery products were down 4 percent from 1994. Imports of fresh cut flowers into the United States continue to gain market share. In 1995, imports of fresh cut flowers were valued at \$512 million, up 22 percent from 1994 and 59 percent from 1991. Colombian flowers continued to represent the bulk of all U.S. flower imports, followed by the Netherlands, a distant second.

### United States

Roses, carnations, pompon and standard chrysanthemums, gladiolus (spikes), and orchids are commercially the most important cut flowers in the United States

Most cut flowers, chiefly carnations and roses, in the United States are produced year round in greenhouses, and/or in some sort of building structure. Fresh cut flowers not grown under greenhouses or other types of structures are referred to as field flowers and include gladiolus, daisies, statice, and snapdragons. In recent years, pompons have gained in popularity as a cash crop item and are grown by many farmers throughout the United States in open fields.

In calendar year 1995, production of roses, carnations, chrysanthemums, and gladiolus (spikes) in the United States totaled 692 million stems, down 15 percent from 1994, and 40 percent below 1992. The decline is due primarily to import competition.

#### Wholesale values of top cut flowers declined in 1995

According to the National Agricultural Statistical Service (NASS), the wholesale value of total cut flowers produced in the United States in 1995 was \$409 million, down 8 percent from 1994 and 4 percent below the value in 1993.

### California tops U.S. flower producing states

California continues to be the leading producer of cut flowers, accounting for 62 percent of the total U.S. wholesale value in 1995. Other important producing states include: Florida, Colorado, Hawaii, Michigan, New Jersey, New York, Minnesota, Ohio, Pennsylvania, Oregon, and Washington state. Of the 36 states NASS surveyed in 1995, 14 recorded higher wholesale values, while 21 recorded lower values over the previous year.

Hybrid tea (standard) roses, valued at \$114 million, accounted for about 28 percent of the total cut flower production sales in 1995. Gladioli's were valued at \$36 million; followed by standard carnations, \$17 million; pompons (mums), \$17 million; sweetheart roses, \$11 million; miniature carnations, \$11 million; and standard chrysanthemums, \$8 million.

Official U.S. Department of Agriculture production statistics are available only for selected varieties of fresh cut flowers, and are based on the actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward and include only commercial production.

#### U.S. Market News reports a declining trend in the volume of cut flower imports

U.S. Imports of fresh cut flowers in 1995 totaled

4.17 billion stems valued at \$512 million, down 5 percent in volume but up 22 percent in value from 1994. The decline in volume was attributed mainly to fewer imports of carnations. In 1995, Colombian flowers accounted for 63 percent of the value of all U.S. imports. Traditionally, Colombian flowers account for the lion's share of U.S. total imports annually.

**Americans buy only half as many cut flowers as the Japanese and Italians, a third as many as the Swiss**

Fresh cut flower sales to consumers in the United States have traditionally been made by retail florists for use in weddings, funerals, get-well gifts, special occasions such as Mother's Day, etc. In recent years, there has been a relatively large increase in sales of fresh cut flowers through mass marketers such as supermarkets, garden stores, flower stands and street vendors.

**U.S. exports of cut flowers reached record level in 1995**

In 1995, U.S. exports of fresh cut flowers registered a record value of \$40.3 million, up 6 percent from 1994. U.S. flowers were shipped to more than 39 countries. The top four markets were Canada, \$18.0 million; Mexico, \$9.4 million; Japan, \$7.2 million; and the Netherlands, \$2.1 million. These four markets accounted for approximately 90 percent of the total U.S. export value in 1995. About 60 percent of all U.S. flower exports originate from California.

**U.S. exports of cut flowers for the first 6 months of 1996 valued at \$24 million are on track to establish a new export record value this year**

With the influx of fresh cut flowers entering the United States from abroad, the cut flower industry in the United States is beginning to branch out into foreign markets to expand sales. From 1991 to 1993, the California Cut Flower Association (CCFA) conducted several small floral marketing programs in Taiwan, Japan and Hong Kong through the Western United States Agricultural Trade Association with some reported success. In 1996, the CCFA received Market Access Program funds through the California Agricultural Export Council and plans to

conduct floral marketing activities in Canada. The focus of the CCFA plan will be to educate the Canadian trade about U.S. flowers and educate U.S. shippers on how to deal with the export market.

**U.S. exports of nursery products down**

In 1995, U.S. exports of nursery products valued at \$153 million, declined for the second consecutive year. Reduced exports to the Netherlands and Germany were the primary reason for the decline. Principal nursery product items included trees, tree parts, shrubs, bushes, herbaceous plants, nursery stock, bulbs and corms, etc. Canada, The European Union, and Mexico accounted for 87 percent of the total value. Other important but smaller markets including Japan, Ecuador, Hong Kong, the Caribbean, other western Europe, and the Middle East accounted for the balance of U.S. nursery product exports.

On February 14, 1994, the U.S. Floral Trade Council, with the support of Roses Incorporated, filed an anti-dumping petition with the International Trade Administration (ITA), U.S. Department of Commerce, and the International Trade Commission (ITC) concerning imports of fresh cut roses from Colombia and Ecuador.

In March 1995, the U.S. International Trade Commission, based on the record developed in above investigation," determined that an industry in the United States is neither materially injured nor threatened with material injury by reason of imports of fresh cut roses from Colombia and Ecuador that are sold in the United States at less than fair value (LTFV).

**Colombia**

**Colombia is the world's second largest producer of fresh cut flowers**

In value terms, cut flowers are now Colombia's third most important agricultural export crop--after coffee and bananas. Production of fresh cut flowers in Colombia in 1995 totaled 156,000 metric tons, up 3 percent from 1994. Most production is in greenhouses covering 4,400 hectares with only about 45 hectares are

produced on open fields. Greenhouses are generally constructed of wooden frames and covered with plastic sheeting. Approximately 89 percent of Colombia's greenhouses are on the outskirts of Bogota, with 7 percent near Medellin, and 4 percent in the Cali area.

In 1995, carnations accounted for 44 percent of total cut flower production, followed by roses with 21 percent, and pompons at 16 percent. Nearly all of the carnations, roses, alstroemerias, and gypsophila are grown near Bogota.

**Cut flower production in Colombia is forecast to grow by about 5 percent per year through 2001**

Cut flowers in Colombia are produced on about 460 farms owned by about 260 individuals and sold by about 300 exporters. The floriculture industry in Colombia employs about 75,000 in direct jobs, which includes 70 percent women, and generates another 50,000 indirect jobs.

Asocolflores (Flower Growers Association), the only flower grower association in Colombia, was organized in 1971 and has about 240 members or about 90 percent of all the Colombian flower producers.

**Greater productivity emphasized**

In recent years, greater emphasis has been placed on gaining more productivity from the same planted area than on placing flowers of higher value in world markets. While production has increased an average of 7 percent each year during the last 6 years, area has expanded an average of only 3 percent each year.

**The lack of Colombia's plant variety protection has limited production growth**

One limitation that Colombian flower growers have faced in obtaining higher yielding varieties is that Colombia had no plant variety protection legislation. As a result, many foreign breeders were reluctant to sell their newest flower varieties to Colombia. Also, the lack of plant variety protection hindered development of new domestic varieties. However, on March 9, 1994, Colombia issued decree No. 533 which

established regulations that were in accordance with the UPOV (International Union for the Protection of Varieties of Plants) rules, which should improve the situation.

**Production costs**

Labor costs account for 42 percent of total production costs. Other costs include: energy, 11 percent; cuttings for propagation, 15 percent; packing, 6 percent; chemicals, 7 percent; plastic sheeting, 3 percent; and other costs, 16 percent. In 1995, total production costs in U.S. dollars rose 19 percent, and a similar increase is expected in 1996. The fixed investment cost per hectare of flowers is \$71,400 or \$28,900 per acre.

**Domestic consumption**

About 5 percent of Colombia's flower production goes to the domestic market. In general, flowers that do not meet export quality specifications are sold on the domestic market. When export quality flowers are sold in the domestic market, their price is four times what domestic flowers normally cost.

**Export outlook**

In 1995, Colombia was the world's second largest exporter of cut flowers in volume after the Netherlands. Colombia accounts for about 11 percent of the world export market for cut flowers, compared to the Netherlands' 59 percent, including shipments to other EU member states.

**Total export value for 1996 expected to reach US\$492 million**

The export value of Colombian flowers in 1995 reached US\$460 million, up 20 percent from US\$382 million in 1994.

Colombia exports more carnations than any other country. Colombian exports of flowers by variety to the United States are as follows: standard carnations, 95 percent; miniature carnations, 68 percent; pompon chrysanthemums, 75 percent; and roses, 51 percent.

**Colombia: Cut Flowers Area, Production and Exports  
Calendar Years**

Items	1991	1992	1993	1994	1995*
Hectares					
<b>Area</b>	<b>4,111</b>	<b>4,242</b>	<b>4,173</b>	<b>4,304</b>	<b>4,445</b>
Greenhouse	4,070	4,200	4,130	4,260	4,400
Open	41	42	43	44	45
Metric tons					
<b>Production</b>	<b>101,537</b>	<b>131,188</b>	<b>139,589</b>	<b>147,473</b>	<b>154,000</b>
Carnations, mini.	0	13,824	15,571	31,186	33,000
Carnations, std.	45,439	49,385	49,435	32,887	35,000
Chrysant., std.	3,404	2,660	2,340	1,947	3,000
Chrysant., pom.	25,137	23,684	24,334	23,535	25,000
Roses	15,831	23,499	28,539	31,171	33,000
Others	11,726	18,136	19,372	23,746	25,000
<b>Exports</b>	<b>96,460</b>	<b>124,629</b>	<b>132,610</b>	<b>138,101</b>	<b>146,500</b>
Carnation, mini.	0	13,133	14,792	29,627	31,500
Carnation, std.	43,167	46,916	46,963	31,243	33,000
Chrysant., std.	3,234	2,527	2,223	2,702	3,000
Chrysant., pom.	23,880	22,500	23,117	22,358	24,000
Roses	15,039	22,324	27,112	29,612	31,000
Others	11,140	17,229	18,403	22,559	24,000
Value (US\$1,000)					
<b>Total Exports</b>	<b>228,886</b>	<b>340,896</b>	<b>382,226</b>	<b>429,810</b>	<b>460,000</b>

\* Estimate. Note: Totals are shown in bold print.

Source: Flower Growers Association (ASOCOLFLORES), Dane (National Statistics Bureau), and U.S. Agricultural Attache, Bogota.

#### **Air freight helps develop U.S. flower market**

The growth of Colombian fresh cut flowers exports to the United States was facilitated by the development of speedy and reliable air freight service and by a sophisticated flower receiving infrastructure at the Miami International Airport. More Colombian flower exporters are bypassing the common marketing channel, the Miami importer, to capture extra profit by cutting out one link in the distribution chain.

**Colombian cut flower industry has been aggressively seeking new markets by shipping approximately 6 percent of its flower business to 32 additional countries**

Colombian cut flower exports to the United States account for approximately 80 percent of its flower trade, with the remainder going mostly to countries in the EU, which accounted for 14 percent in 1995. Cut flower exports to the United Kingdom during the same period

accounted for 6 percent; Germany, 3 percent; and Canada and Spain, 2 percent each.

#### **Colombians work to penetrate Japanese flower market**

Since 1988 Colombia has been working to increase its penetration into the Japanese flower market. Colombian flower exports to that market have increased from 36 tons in 1988 to 450 tons in 1995. Almost all the flowers exported to Japan have been carnations--miniature and standard.

The major problem for Colombia in shipping flowers to Japan has not been freight costs, but phytosanitary inspection delays, which adversely affect market life of the flowers.

The Japanese government has agreed to establish a branch office of its health inspection service at the Bogota airport to pre-clear flower shipments to Japan. Asocolflores estimates that Colombian flower exports to Japan could expand to about \$100 million a year.

#### **Shipments to the United States could be pre-cleared**

The United States Animal and Plant Health Inspection Service (APHIS) is also in the process of establishing a pilot project in Bogota to pre-clear flower shipments to the United States. Such a program would save money for both the Colombian exporters and APHIS.

#### **Policy situation**

Colombian flowers exported to the United States are duty-free under the Andean Trade Preference Act (ATPA). Cut flowers account for about 60 percent (by value) of the Colombian exports under ATPA.

Colombian flower producers also want the Andean Pact group to join Mercosur, another free trade and economic group, which includes Argentina and Brazil, two important flower markets.

**On January 1, 1997, the European Union will eliminate import duties on fresh flower imports from Colombia--until that time, fresh cut flower imports from Colombia to the EU are subject to seasonal import duties (20 percent from June 1 to October 31, and 14.2 percent from November 1 to May 31). The EU also applies a 16.7 percent duty on non-fresh flowers**

Previously, Colombian flower exports to the EU were subject to seasonal import duties of 24 percent for July 1 to September 30, and 17 percent for October 1 to June 30.

#### **White rust disease restricts movement of chrysanthemums from some Colombian farms**

In 1988, the Animal and Plant Health Inspection Service of the U.S. Department of Agriculture discovered white rust--a disease that attacks chrysanthemums--in a shipment of Colombian flowers arriving in Miami. In response, ICA (the Colombian Agricultural Institute) ordered all flowers from the Bogota farm where the disease originated to be incinerated and its soils chemically treated. Also, imports of flower cuttings from countries where white rust exists were prohibited and a Colombian farm monitoring system was put into operation with the cooperation of Asocolflores.

White rust is discovered once or twice a year in farms in the Bogota area. In August 1989, ICA prohibited the production of two chrysanthemum varieties--Super White and Super Yellow--which are particularly susceptible to white rust.

#### **Netherlands**

##### **The Netherlands is the world's largest producer and exporter of fresh cut flowers**

In 1995, area devoted to cut flowers totaled 6,168 hectares of which 3,669 hectares were under glass greenhouses and 2,500 hectares in open fields. In 1996, flower production area is estimated at 6,170 hectares. Detailed production information by flower type and

volume is not available.

### **Flower marketing**

In the Netherlands, the Aalsmeer flower market, a cooperative of about 5,000 flower growers, is the largest flower auction site in the world. Reportedly, flower products are shipped to Aalsmeer from some of the world's largest flower producers for assessment by the auction's 2,500 buyers.

At the Aalsmeer market, flowers are sold via the auction clock and by negotiated deals between large buyers--supermarket chains, etc. and large growers or groups of growers. Often the auctions act as an intermediary in these negotiated deals.

### **Export situation**

Fresh cut flowers exported from the Netherlands in 1995 were valued at US\$2.8 billion, up 22 percent from 1993 and 73 percent from 1985. In 1995, Dutch exporters expressed concern that the export value of cut flowers to Germany, Holland's most important export destination, stagnated for the first time. While the demand for Dutch flowers in the western part of Germany decreased slightly in 1995, a modest growth in eastern Germany did not compensate for that loss.

The Netherlands largest export growth in 1995 took place in France, up 12 percent from 1994, and in east European countries--Czech Republic, Slovenia, Croatia and Russia.

### **Dutch expenditures on flowers and plants lagging behind other sectors**

In 1995, Dutch consumer expenditures for cut flowers, potted plants and ornamental products, decreased 1 percent from the year earlier. Higher consumer costs for vacations, municipality taxes and very successful company savings plans for employees (tax benefits) have left less money available for consumers to spend in retail stores, including the flower shops. Also, slower economic growth in Germany, the Netherlands leading export market, is another reason for the decline in domestic demand for cut flowers.

## **Costa Rica**

### **Cut flowers and ferns remain the third most important agricultural export category behind bananas and coffee**

According to ACOFLOR (Association of Costa Rican Flower Exporters), current area planted to flowers (not tropical) in Costa Rica is estimated at about 300 hectares, all under greenhouses. Area planted to tropical flowers and ornamental plants is estimated by the Costan Rican Ministry of Agriculture at about 4,500 hectares.

The majority of the flowers are grown in the Central Valley provinces of San Jose, Heredia, and Alajuela. Production takes place year round. The lower areas of the valley provinces provide the best growing conditions for flowers. Tropical flowers are grown mostly on the Atlantic side of the country in open fields. Ferns are grown in the highlands of Alajuela and Cartago, all under plastic covering.

Total area planted to ferns (leather leaf) is estimated at about 1,000 hectares, all under plastic covering. There are approximately 40 fern growers in Costa Rica, with about 5 companies controlling the largest share of the export market. Many independent growers sell their product to larger companies for export. Ferns are exported by air and sea.

According to ACOFLOR, the main obstacle that faces Costa Rican flower and fern exporters is inadequate infrastructure, especially at Costa Rica's international airport--resulting in losses to exporters.

### **Export values for cut flowers, ornamental plants, and foliage up**

In 1995, exports of cut flowers, ornamental plants and foliage from Costa Rica were valued at US\$112 million, up 17 percent from 1994.

Exports of fresh cut flowers and ornamentals from Costa Rica in 1995 combined for a total value of US\$63.5 million, up 14 percent from 1994. Exports of foliage for the same period were valued at US\$48.9, up 22 percent from 1994.

Exports of flowers from January to June 1996 were up 7 percent as compared to the same period in 1995. According to CENPRO (Center for Export Promotion), flower exports are expected to grow in the future but at a slower pace than in the past few years. On the other hand, exports of tropical flowers, ornamentals and foliage are expected to continue growing at a stronger pace. For the period indicated above, ornamental plants grew 18 percent, while exports of foliage grew 28 percent.

#### **The United States continues to be the primary market for Costa Rica's cut flower exports**

In 1995, exports of Costan Rican cut flowers were valued at US\$22.2 million, up 7 percent from 1994. Chrysanthemums, lilies, roses, and gingers were the primary flowers exported. The main market for Costan Rican ferns was the European Union (mostly the Netherlands and Germany).

#### **Germany**

**While Germany is perhaps the world's largest and most important import market for floricultural products, with annual sales estimated at US\$5.5 billion, it is also a significant producer of flowers and ornamental plants**

Since the reunification of Germany in 1990, domestic sales of floricultural products have grown by nearly 25 percent. Annual turnover in the German wholesale floricultural market is presently estimated at US\$5.5 billion.

Production of floricultural products in Germany include cut flowers, potted plants, garden and balcony plants. The production of potted plants, garden and balcony plants has increased both in terms of quantity and value. In the case of cut flowers, the quantity produced has declined, but the value has increased.

#### **Import market**

Germany is perhaps the largest importer of floricultural products in the world. Between 1990 and 1995, German floricultural imports averaged US\$2.0 billion per annum. The Netherlands dominates this import market with

an average share of nearly 75 percent. Other major suppliers include the United States, Costa Rica, Italy, Denmark and Kenya. The United States is the largest non-EU supplier of floricultural products to Germany, mostly cut greenery and foliage. While the United States maintains a market share of less than two percent of the German floricultural market, U.S. exports to Germany have averaged about US\$38 million per year from 1990 to 1995.

#### **Phytosanitary requirements**

EU phytosanitary regulations for imports of floricultural products are contained in the EU Directive 77/93/EEC. The Directive provides detailed listings of harmful organisms whose introduction is prohibited. Generally, plants must be free of pests and diseases not endemic to the EU. Special phytosanitary certification is required for plants which are shipped in soil or other growing media containing soil.

**There are no specific labeling requirements beyond general product identification (e.g., name, weight and number)**

Companies selling product in Germany must provide assurances that the product packaging can be properly recycled or disposed of. Generally, this is done under contract with the German Dual system, a company with limited liability. U.S. exporters may rely on their German importer for assistance in this area.

#### **Ecuador**

**Near perfect weather continues to boost cut flower production in Ecuador**

The cut flower industry in Ecuador has diversified from producing mainly roses, carnations, and chrysanthemums into producing gypsophilias, pompon chrysanthemums, statice and other flowers.

In 1995, production of cut flowers in Ecuador is estimated at 20,300 metric tons on about 600 hectares. About 75 percent of the total production area is under greenhouses, and the balance in open fields. Traditionally, over 90

percent of Ecuador's total cut flower production is exported.

**Strong consumer demand for roses has helped Ecuador to become a distant third-ranked player in the U.S. market**

In 1995, exports of cut flowers from Ecuador is estimated at 22,000 tons, up 16 percent from 1994. Roses accounted for about 50 percent of total exports; carnations, chrysanthemums, and gypsophilas accounted for most of the remaining cut flower exports.

#### **Flower packaging**

In Ecuador, one metric ton of fresh cut flowers is equivalent to about 59 boxes of 17 kilograms each. The stem equivalent of each 17 kilogram box varies by flower variety: *Roses*, 13 bunches x 25 units equals 325 stems; *chrysanthemums*, 25 bunches x 10 units equals 250 stems; *carnations*, 25 bunches x 25 units equals 625; *statice*, 40 bunches x 10 units equals 400 stems; and *pompon chrysanthemums*, 40 bunches x 6 units equal 240 stems.

***For further information, please contact Emanuel McNeil at (202) 720-2083.***

**Carnations: U.S. Production, Imports, Percent Imports of Production, Growers**

Type and Year	Production 1/ 1,000 stems	Imports 1,000 stems	Import Value in 1,000 Dollars	Percent Imports of Total Supply	Total Number of Growers
Miniature 2/					
1991	133,956	373,536	23,121	74	134
1992	116,472	384,276	23,448	77	123
1993	112,536	439,464	22,737	80	115
1994	86,088	491,472	25,893	85	93
1995	111,708	486,552	33,377	81	101
Standard					
1991	197,580	1,027,929	48,726	84	149
1992	213,599	1,153,855	62,660	84	139
1993	204,926	1,252,734	62,347	86	119
1994	116,232	1,072,920	64,755	90	92
1995	113,801	863,388	80,089	88	92
Total					
1991	331,536	1,401,465	71,847	81	na
1992	330,071	1,538,131	86,108	82	na
1993	317,462	1,692,198	85,084	84	na
1994	202,320	1,564,392	90,648	85	na
1995	225,509	1,349,940	113,466	86	na

1/ Production statistics are based on actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward, includes commercial production only.

2/ Revised from bunches to stems (12 stems = one bunch). na = not available.

Source: Inspections by Plant Protection and Quarantine Office, APHIS, USDA, as reported by the Federal-State Market News Service, the National Agricultural Statistics Service, Crop Reporting Board, USDA, and the U.S. Department of Commerce, Bureau of the Census.

**Chrysanthemums: U.S. Production, Imports, Percent Imports of Production, Growers**

Type and Year	Production 1/ 1,000 stems	Imports 1,000 stems	Import Value in 1,000 Dollars	Percent Imports of Total Supply	Total Number of Growers
<b>Pompon 2/</b>					
1991	124,488	552,546	46,331	82	175
1992	92,616	562,470	54,336	86	152
1993	68,298	611,520	54,795	90	139
1994	72,636	609,492	55,497	89	142
1995	79,614	536,326	65,941	87	131
<b>Standard</b>					
1991	22,138	32,849	8,878	60	120
1992	19,775	33,826	7,962	63	152
1993	20,944	29,570	14,396	58	139
1994	15,303	35,676	9,036	70	121
1995	14,130	43,591	9,192	75	113
<b>Total</b>					
1991	146,626	585,395	55,209	80	na
1992	112,391	596,296	62,298	84	na
1993	89,242	641,090	69,191	88	na
1994	87,939	645,168	64,533	88	na
1995	93,744	579,917	75,133	86	na

1/ Production statistics are based on actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward, includes commercial production only. 2/ Revised from bunches to stems (one bunch = 6 stems). na = not available.

Source: Inspections by Plant Protection and Quarantine Office, APHIS, USDA as reported by the Federal-State Market News Service, the National Agricultural Statistics Service, Crop Reporting Board, and the U.S. Department of Commerce, Bureau of the Census.

**Roses: U.S. Production, Imports, Percent Imports of Production, Growers 1/**

Type and Year	Production 1,000 stems	Imports 1,000 stems	Import Value in 1,000 Dollars	Percent Imports of Total Supply	Total Number of Growers
Hybrid Tea (Standard)					
1991	447,797	496,987 2/	89,476	53	219
1992	458,974	568,821 2/	89,882	55	224
1993	430,819	687,637 2/	106,622	61	213
1994	404,938	722,793 2/	124,362	64	200
1995	349,491	744,937 2/	150,931	68	175
Sweetheart					
1991	88,748	5,020 3/	2,218	5	146
1992	74,588	5,746 3/	560	7	133
1993	80,430	6,946 3/	770	8	126
1994	64,551	7,301 3/	1,302	10	109
1995	44,749	7,525 3/	1,209	14	94
Total					
1991	536,545	502,007	91,694	48	na
1992	533,562	574,567	90,442	52	na
1993	511,249	694,583	107,392	58	na
1994	469,489	730,094	125,664	61	na
1995	394,240	752,462	152,140	66	na

1/ Production statistics are based on the actual numbers of flowers sold in 28 states prior to 1992, and 36 states from 1992 forward, includes commercial growers only. 2/ U.S. imports of roses provided by the Market News Service are only available by total and not by type. Therefore, number used in this table are based on the Bureau of the Census 3-year average, 1993-1995, that 99 percent of total roses imported in the United States are standard roses. 3/ These numbers are a residual of the total and standard roses imported.

Source: Inspections by Plant Protection and Quarantine Office, APHIS, USDA as reported by the Federal-State Market News Service, the National Agricultural Statistics Service, Crop Reporting Board, and the U.S. Department of Commerce, Bureau of the Census.

**Cut Flowers: U.S. Imports by Country of Origin, Calendar Years 1991-95**  
(1,000 stems)

Type and Country	1991	1992	1993	1994	1995
<b>Carnations</b>	<b>1,027,929</b>	<b>1,153,855</b>	<b>1,252,734</b>	<b>1,072,920</b>	<b>863,388</b>
Colombia	988,135	1,115,375	1,213,506	1,033,343	820,638
Ecuador	14,164	14,926	18,487	19,024	20,881
Guatemala	5,601	6,950	4,759	4,689	5,591
Mexico	12,285	10,457	11,262	7,933	8,041
Netherlands	2,337	3,476	2,158	3,791	3,090
Peru	2,484	203	347	758	761
Others	2,923	2,468	2,215	3,382	4,386
<b>Carnat., Minia.1/</b>	<b>373,536</b>	<b>384,276</b>	<b>439,464</b>	<b>491,472</b>	<b>486,552</b>
Colombia	295,248	339,888	411,324	465,840	449,652
Costa Rica	3,948	948	--	--	--
Ecuador	21,804	11,844	11,052	10,488	13,200
Mexico	6,564	9,864	10,632	8,244	14,772
Peru	24,744	18,252	4,632	240	672
Israel	17,664	--	--	--	--
Spain	--	--	--	2,268	4,284
Others	3,564	3,480	1,824	4,392	3,972
<b>Chrysanthemums</b>	<b>33,172</b>	<b>33,826</b>	<b>29,570</b>	<b>35,676</b>	<b>43,591</b>
Colombia	27,054	27,630	22,512	28,081	35,830
Dominican Rep.	740	492	441	476	461
Ecuador	2,237	2,752	3,167	3,638	3,700
Netherlands	2,849	2,641	2,658	2,907	2,844
Costa Rica	--	--	--	408	562
Mexico	--	--	--	111	98
Others	292	311	762	55	96
<b>Chry., Pompon 3/</b>	<b>552,546</b>	<b>562,470</b>	<b>611,520</b>	<b>609,492</b>	<b>536,326</b>
Colombia	478,614	493,182	537,306	546,702	514,944
Costa Rica	59,016	60,702	65,082	53,490	44,514
Dominican Rep.	2,136	672	--	594	96
Ecuador	8,598	7,062	6,870	7,932	8,586
Others	4,182	852	2,262	1,368	186
<b>Roses</b>	<b>502,007</b>	<b>571,703</b>	<b>694,583</b>	<b>730,094</b>	<b>752,462</b>
Bolivia	3,350	3,024	2,199	2,167	1,509
Colombia	350,441	398,204	490,192	503,760	453,277
Costa Rica	7,604	7,348	6,325	5,855	7,059
Dominican Rep.	3,364	3,428	3,168	2,835	2,634
Ecuador	57,956	82,828	113,097	132,903	181,365

(Continued Next Page)

**Cut Flowers: U.S. Imports by Country of Origin, Calendar Years 1991-95  
(1,000 stems) (Continued)**

Type and Country	1991	1992	1993	1994	1995
Guatemala	23,533	27,885	29,935	35,949	40,097
Mexico	43,005	35,580	35,420	32,202	46,161
Netherlands	10,280	11,879	11,240	11,438	16,230
Peru	--	--	--	840	745
Others	2,474	1,527	3,007	2,145	3,385
<b>Alstroemeria</b>	<b>83,343</b>	<b>92,164</b>	<b>104,989</b>	<b>130,310</b>	<b>146,331</b>
Colombia	80,054	89,203	101,598	126,584	142,793
Netherlands	2,499	2,373	2,310	2,425	2,440
Ecuador	--	--	--	720	459
Mexico	--	--	--	337	547
Others	790	588	1,081	244	92
<b>Chamaedorea 2/</b>	<b>399,725</b>	<b>443,775</b>	<b>385,925</b>	<b>285,125</b>	<b>285,225</b>
Guatemala	60,075	61,400	62,300	63,400	55,550
Mexico	336,775	381,525	323,050	220,850	227,375
Others	2,875	850	575	875	2,300
<b>Daisies</b>	<b>19,848</b>	<b>4,766</b>	<b>8,196</b>	<b>11,268</b>	<b>414</b>
Colombia	822	--	--	539	344
Mexico	19,001	4,545	8,101	10,704	56
Others	25	221	95	25	14
<b>Freesia</b>	<b>23,528</b>	<b>25,353</b>	<b>27,700</b>	<b>28,127</b>	<b>32,688</b>
Colombia	1,388	1,560	2,207	5,029	8,462
Netherlands	22,066	23,627	25,215	22,750	23,959
Mexico	--	--	--	282	264
Others	74	166	278	66	3
<b>Gerbera</b>	<b>32,350</b>	<b>34,807</b>	<b>37,679</b>	<b>42,168</b>	<b>48,146</b>
Colombia	26,106	28,662	28,544	32,657	36,952
Costa Rica	409	415	344	323	119
Dominican Rep.	1,061	821	763	445	14
Israel	841	895	1,598	2,280	4,187
Netherlands	3,507	3,679	5,855	5,899	6,078
Mexico	--	--	--	285	613
Others	426	335	597	279	183
<b>Gladioli</b>	<b>4,158</b>	<b>5,029</b>	<b>4,701</b>	<b>8,365</b>	<b>12,095</b>
Mexico	2,505	3,210	3,090	6,607	6,524
Netherlands	1,473	1,638	1,401	1,206	1,207
Ecuador	--	--	--	443	4,104
Others	180	181	210	109	260

(Continued Next Page)

**Cut Flowers: U.S. Imports by Country of Origin, Calendar Years 1991-95**  
(1,000 stems) (Continued)

Type and Country	1991	1992	1993	1994	1995
<b>Gypsophila 4/</b>	<b>114,310</b>	<b>151,840</b>	<b>180,060</b>	<b>198,730</b>	<b>197,740</b>
Colombia	47,060	56,470	65,390	79,820	60,940
Ecuador	45,280	61,590	93,190	103,640	119,490
Peru	14,740	13,550	9,860	8,110	7,010
Others	7,230	10,450	11,620	7,160	10,30
<b>Iris</b>	<b>20,813</b>	<b>21,366</b>	<b>20,956</b>	<b>20,206</b>	<b>22,565</b>
Colombia	103	162	--	--	402
Netherlands	20,460	21,067	20,555	19,820	21,526
Costa Rica	--	--	--	175	179
Others	250	137	401	84	458
<b>Leatherleaf</b>	<b>32,225</b>	<b>19,074</b>	<b>10,798</b>	<b>12,279</b>	<b>11,643</b>
Costa Rica	31,441	17,826	8,831	6,665	3,423
Mexico	--	6	958	5,249	6,523
Others	784	1,242	1,009	365	1,697
<b>Lilac</b>	<b>619</b>	<b>710</b>	<b>691</b>	<b>695</b>	<b>801</b>
Netherlands	617	709	678	693	782
Others	2	1	13	2	19
<b>Lilies</b>	<b>32,149</b>	<b>35,081</b>	<b>35,966</b>	<b>38,810</b>	<b>35,989</b>
Colombia	2,105	2,343	2,076	2,688	994
Costa Rica	1,692	2,933	3,198	4,201	2,241
Netherlands	27,589	28,513	27,326	27,814	27,499
Chile	--	--	--	2,447	1,811
Others	763	1,292	3,366	1,660	3,444
<b>Misc. Greens</b>	<b>23,309</b>	<b>24,075</b>	<b>36,885</b>	<b>32,792</b>	<b>34,075</b>
Costa Rica	7,860	9,231	11,670	15,388	13,830
Israel	5,400	3,353	2,446	2,690	3,127
Italy	3,928	4,016	4,107	3,706	4,270
Jamaica	320	542	463	390	342
Mexico	3,253	5,675	16,114	4,460	5,606
Thailand	319	401	254	378	209
France	--	--	--	2,131	3,098
Others	2,229	857	1,831	3,649	3,593
<b>Orchids, Cybidiums</b>	<b>4,503</b>	<b>5,979</b>	<b>4,653</b>	<b>4,882</b>	<b>6,289</b>
Netherlands	3,211	3,495	3,037	3,708	4,351
New Zealand	702	1,209	1,511	596	1,672
Thailand	--	--	--	461	--
Others	590	1,275	105	117	266

(Continued Next Page)

**Cut Flowers: U.S. Imports by Country of Origin, Calendar Years 1991-95  
(1,000 stems) (Continued)**

Type and Country	1991	1992	1993	1994	1995
<b>Orchids, Other</b>	<b>22,413</b>	<b>14,094</b>	<b>23,341</b>	<b>21,864</b>	<b>23,968</b>
Netherlands	283	290	331	228	892
Singapore	160	--	--	393	403
Thailand	21,889	13,493	22,599	20,803	22,503
Others	81	311	411	440	170
<b>Statice 5/</b>	<b>86,940</b>	<b>75,140</b>	<b>114,380</b>	<b>116,660</b>	<b>128,660</b>
Colombia	38,490	32,340	42,300	36,310	31,890
Ecuador	12,740	12,110	10,930	13,000	13,780
Mexico	27,930	24,770	54,370	55,590	56,770
Peru	4,400	720	1,720	2,710	80
Others	3,360	5,200	4,140	8,990	26,140
<b>Tulips</b>	<b>52,054</b>	<b>60,519</b>	<b>57,842</b>	<b>65,294</b>	<b>65,679</b>
France	1,421	1,257	2,193	2,951	2,707
Netherlands	50,249	58,995	55,411	62,081	61,977
Others	384	267	238	262	995
<b>Other Ornament.</b>	<b>270,670</b>	<b>251,510</b>	<b>319,774</b>	<b>417,798</b>	<b>442,333</b>
Colombia	108,050	118,355	156,551	225,401	228,429
Costa Rica	31,895	28,535	36,043	47,572	53,541
Dominican Rep.	23,536	11,016	15,739	13,871	12,733
Ecuador	10,678	11,724	17,853	32,659	41,992
Guatemala	3,681	5,054	4,401	8,395	9,382
Australia	--	--	--	8,910	6,026
Honduras	3,133	2,784	2,982	1,015	474
Jamaica	5,319	4,026	2,492	2,416	3,246
Mexico	14,511	16,184	21,385	19,748	25,203
Netherlands	30,449	28,796	32,413	33,719	33,322
Peru	14,014	2,576	1,860	1,546	1,395
Others	25,404	22,460	28,055	22,546	26,590
<b>All Total Stems</b>	<b>3,712,147</b>	<b>3,971,412</b>	<b>4,402,407</b>	<b>4,375,027</b>	<b>4,176,960</b>

1/ Revised from bunches to stems (one bunch = 12 stems). 2/ Revised from bunches to stems (one bunch = 25 stems). 3/ Revised from bunches to stems (one bunch = 6 stems). 4/ Revised from bunches to stems (one bunch = 10 stems). 5/ Revised from bunches to stems (one bunch = 10 stems). Note: (--) equals not available or zero.

Source: Inspections by Plant Protection and Quarantine Office, APHIS, USDA as reported by the Federal-State Market News Service; the National Agricultural Statistics Service, Crop Reporting Board, USDA; and the Department of Commerce, Bureau of the Census.

**United States: Imports Of Fresh Cut Flowers**  
(\$1,000 dollars)

Origins	1991	1992	1993	1994	1995
Colombia	202,877	231,397	251,837	270,219	321,273
Netherlands	49,439	51,080	53,460	57,116	61,162
Mexico	15,390	11,898	13,930	15,368	23,191
Costa Rica	10,180	10,029	11,639	15,060	14,979
Ecuador	12,442	15,244	19,575	26,080	50,498
Peru	3,648	2,316	1,082	538	582
Thailand	4,506	4,378	4,275	4,323	4,606
Canada	3,783	4,133	4,584	5,772	7,455
Israel	2,056	1,610	1,828	2,094	3,029
Guatemala	3,699	5,335	5,033	6,597	7,376
Australia	2,078	2,898	2,614	2,808	2,405
France	2,431	2,253	2,047	2,025	2,370
Italy	1,029	1,332	1,128	823	1,058
Dominican Rep.	1,341	1,639	1,872	1,510	1,172
Taiwan	209	227	109	7	11
Jamaica	881	597	160	130	169
Others	6,027	6,000	7,009	9,634	10,188
<b>Total</b>	<b>322,016</b>	<b>352,366</b>	<b>382,182</b>	<b>420,104</b>	<b>511,524</b>

Source: U.S. Department of Commerce, Bureau of the Census.

**United States: Exports of Cut Flowers and Nursery Products  
(\$1,000)**

Destinations	1991	1992	1993	1994	1995
<b>Nursery Products:</b>	<b>167,742</b>	<b>168,816</b>	<b>170,297</b>	<b>160,072</b>	<b>152,985</b>
Canada	88,541	85,911	81,009	82,782	82,353
Netherlands	22,422	21,337	27,239	19,334	17,473
Germany	22,997	20,988	21,048	16,652	12,870
Mexico	8,220	11,820	11,192	16,268	11,053
Japan	4,492	4,187	4,045	4,663	4,716
Bel-Lux	3,643	5,393	6,851	1,400	4,293
United Kingdom	1,036	1,360	2,052	1,199	1,945
Switzerland	1,554	1,578	1,519	1,235	1,268
Hong Kong	314	307	478	1,003	1,053
Colombia	639	1,244	606	833	998
United Arab Em.	1,157	518	1,228	812	643
Others	12,727	14,173	13,030	13,891	14,320
<b>Cut Flowers:</b>	<b>33,699</b>	<b>32,505</b>	<b>39,100</b>	<b>37,913</b>	<b>40,314</b>
Canada	15,757	17,479	19,259	19,349	18,048
Mexico	4,235	2,897	4,764	5,530	9,481
Japan	4,874	4,974	6,564	6,343	7,236
Netherlands	3,393	1,861	2,606	2,349	2,109
Germany	2,090	1,713	2,548	1,503	954
Switzerland	544	673	651	612	427
Venezuela	71	342	508	356	132
Korea	61	59	93	200	181
Others	2,674	2,507	2,107	1,671	1,746
<b>Grand Total</b>	<b>201,441</b>	<b>201,321</b>	<b>209,397</b>	<b>197,985</b>	<b>193,299</b>

Source: U.S. Department of Commerce, Bureau of the Census. Note: Totals are in bold print.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
JUL 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT											
FR APPLES(JUL)	MT										
TAIWAN		3,489	1,885	3,489	1,885	101,650	2,025	1,185	2,025	1,185	72,448
MEXICO		9,176	7,651	9,176	7,651	80,802	4,728	3,934	4,728	3,934	41,697
CANADA		5,803	5,965	5,803	5,965	78,790	4,233	4,811	4,233	4,811	62,246
HONG KONG		7,283	3,787	7,283	3,787	49,741	4,336	1,821	4,336	1,821	31,788
INDONESIA		6,350	4,403	6,350	4,403	49,455	3,673	4,220	3,673	4,220	33,534
EU 15		3,058	2,764	3,058	2,764	35,480	1,914	1,868	1,914	1,868	21,366
OTHER		8,818	7,096	8,818	7,096	166,636	5,497	4,731	5,497	4,731	104,109
Subtotal:-----		43,977	33,552	43,977	33,552	562,555	26,406	22,570	26,406	22,570	367,188
FR PEARS(JUL)	MT										
CANADA		2,279	2,565	2,279	2,565	44,348	2,108	2,470	2,108	2,470	31,557
MEXICO		1,074	2,225	1,074	2,225	28,430	618	1,131	618	1,131	14,384
BRAZIL		0	84	0	84	21,747	0	77	0	77	9,522
EU 15		0	15	0	15	11,582	0	20	0	20	5,090
TAIWAN		91	0	91	0	11,438	38	0	38	0	6,655
OTHER		184	84	184	84	25,768	162	70	162	70	15,361
Subtotal:-----		3,628	4,973	3,628	4,973	143,313	2,926	3,768	2,926	3,768	82,570
APRICOTS(MAY)	MT										
CANADA		460	339	2,428	2,182	2,679	593	545	3,330	3,111	3,632
EU 15		0	0	190	207	431	0	0	611	186	796
MEXICO		121	14	273	83	324	82	4	223	60	289
HONG KONG		0	0	0	0	222	0	0	0	0	611
OTHER		46	150	151	205	596	102	73	198	157	773
Subtotal:-----		627	504	3,042	2,677	4,252	778	621	4,361	3,514	6,102
FR CHERRIES(MAY)	MT										
JAPAN		2,490	2,604	17,088	13,087	17,183	14,576	13,931	109,961	79,814	110,610
EU 15		1,518	3,058	3,090	4,885	9,184	4,813	8,593	7,445	12,619	12,873
CANADA		1,698	2,138	3,301	4,594	3,492	3,978	5,039	8,435	12,220	8,773
NETHERLANDS		198	789	741	1,636	3,233	245	892	752	1,754	2,712
BELGIUM-LUXEMBOU		4	119	510	2,282	2,826	20	168	409	329	2,804
TAIWAN		803	1,465	2,032	2,967	2,120	2,022	4,161	6,139	9,953	6,428
OTHER		662	1,263	1,446	2,271	1,714	1,624	3,569	3,880	4,437	4,364
Subtotal:-----		7,170	10,529	26,957	27,803	33,692	27,012	35,293	135,860	122,043	143,048
PEACH-NECTRN(MAY)	MT										
CANADA		11,739	12,771	28,706	30,046	40,277	11,490	13,071	30,575	30,643	42,457
MEXICO		2,792	1,153	2,984	1,657	11,693	1,095	535	1,229	828	5,164
TAIWAN		2,967	4,775	5,150	9,866	9,818	3,346	5,725	5,848	10,564	11,033
OTHER		717	2,160	1,652	4,554	4,785	628	1,849	1,427	4,391	4,001
Subtotal:-----		18,214	20,858	38,454	46,124	66,534	16,559	21,179	39,036	46,426	62,612
PLUM-PRUNES(MAY)	MT										
CANADA		4,302	7,434	8,291	12,514	14,364	5,843	5,198	12,201	11,643	20,733
TAIWAN		5,715	5,864	7,328	7,224	14,000	5,463	5,057	7,088	6,143	15,084
HONG KONG		1,436	4,836	1,658	5,364	5,459	1,561	3,930	1,822	4,425	6,119
OTHER		1,311	3,016	1,544	4,217	4,590	1,637	2,463	1,895	3,924	4,969
Subtotal:-----		12,764	21,150	18,821	29,320	38,413	14,503	16,648	23,007	26,135	46,905
FR AVOCADOS(OCT)	MT										
EU 15		58	87	5,681	4,903	8,266	148	82	5,132	3,872	7,016
FRANCE		49	0	3,490	2,278	5,243	134	0	3,049	2,294	4,300
JAPAN		278	387	1,841	2,500	2,086	536	954	3,466	5,157	3,960
CANADA		121	76	1,696	959	1,958	168	121	1,627	1,022	1,969
NETHERLANDS		0	56	1,001	3,377	1,303	0	45	928	2,495	1,166
UNITED KINGDOM		9	13	935	935	1,228	14	15	945	847	1,180
OTHER		9	18	137	118	181	15	27	218	246	1,284
Subtotal:-----		466	570	9,355	8,480	12,490	867	1,183	10,443	10,297	13,229
FR KIWI FRUIT(OCT)	MT										
CANADA		126	71	3,831	2,224	4,021	137	76	4,652	2,788	4,885
KOREA, REPUBLIC		0	0	2,659	1,572	2,659	0	0	4,282	2,640	4,282
TAIWAN		18	0	1,395	509	1,395	26	0	2,140	831	2,140
OTHER		18	10	1,397	885	1,430	25	12	1,735	955	1,778
Subtotal:-----		161	82	9,282	5,190	9,505	188	88	12,809	7,214	13,084
FRESH GRAPES (MAY)	MT										
CANADA		8,894	9,356	20,587	17,291	103,704	13,116	12,391	30,972	27,153	118,691
HONG KONG		385	1,665	773	1,929	30,319	602	2,390	1,040	2,719	40,706
TAIWAN		190	154	499	212	12,897	294	198	675	253	16,002
MEXICO		44	81	44	102	12,813	51	68	51	87	12,074
OTHER		2,977	4,696	7,530	8,694	67,159	3,732	6,847	10,623	14,738	90,470
Subtotal:-----		12,490	15,953	29,434	28,228	226,892	17,794	21,895	43,361	44,950	277,943
FR STRAWBERRY(JAN)	MT										
CANADA		4,464	2,594	29,101	32,768	37,075	5,253	2,844	39,348	41,761	51,078
JAPAN		1,103	1,063	2,225	1,869	6,653	3,343	3,688	7,122	6,646	24,166
MEXICO		561	832	574	946	3,002	481	787	492	881	2,396
EU 15		422	311	864	1,929	2,696	984	939	2,136	5,427	3,343
OTHER		70	65	667	467	1,093	227	99	1,946	1,354	3,171
Subtotal:-----		6,620	4,865	33,431	37,980	50,518	10,287	8,356	51,045	56,068	87,154
FR ORNG INC TMPL(NOV)	MT										
CANADA		5,275	5,686	163,380	163,718	178,854	2,529	2,918	77,749	81,350	86,917
JAPAN		9,662	3,815	158,419	117,881	168,591	7,270	2,643	108,507	79,493	117,639
HONG KONG		11,211	7,827	99,819	82,305	128,098	5,616	3,864	51,390	40,937	65,705
OTHER		8,111	5,259	93,728	100,576	100,574	4,046	2,863	49,581	55,599	53,495
Subtotal:-----		34,258	22,587	515,346	464,481	576,116	19,461	12,288	287,227	257,380	323,756
FR GRPFRT(SEP)	MT										
JAPAN		15,639	9,744	242,181	238,910	246,310	9,518	5,806	133,807	142,406	136,505
EU 15		22	188	116,454	140,156	116,454	64	109	51,175	62,113	51,175
CANADA		2,742	2,359	75,210	70,383	77,472	1,301	1,192	29,040	28,488	30,226
FRANCE		22	35	43,428	54,680	43,428	64	20	19,016	24,071	19,016
NETHERLANDS		0	153	33,908	47,856	33,908	0	89	15,232	21,248	15,232
OTHER		2,932	2,870	43,113	42,928	45,648	1,705	1,644	22,088	22,844	23,343
Subtotal:-----		21,335	15,161	476,958	492,377	485,884	12,588	8,751	236,111	255,851	241,251
FR TANGERINES(NOV)	MT										
CANADA		0	0	9,432	12,376	10,651	0	0	8,591	10,395	9,619
JAPAN		0	0	662	1,191	662	0	0	843	1,129	843
OTHER		0	0	1,229	2,372	1,230	0	0	1,097	2,527	1,100
Subtotal:-----		0	0	11,322	15,938	12,543	0	0	10,532	14,050	11,563
CANEO FRUIT											
CNO PEACH&NECT(JUN)	MT										
CANADA		468	145	1,062	382	5,589	391	181	906	434	5,285
JAPAN		166	63	762	425	4,290	187	68	810	428	5,530
KOREA, REPUBLIC		172	4	312	122	2,495	149	5	264	103	2,031
TAIWAN		80	60	234	117	1,852	81	60	229	111	1,649
OTHER		916	349	1,476	835	7,068	799	387	1,322	872	6,644
Subtotal:-----		1,802	621	3,845	1,880	21,293	1,606	701	3,532	1,948	20,139

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
JUL 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
<b>CANNED FRUIT</b>											
CNO PEARS(JUN)	MT										
CANAOA		172	315	354	617	5,669	155	364	314	651	5,086
JAPAN		85	32	169	90	623	70	34	182	80	589
OTHER		31	70	91	106	1,023	24	43	77	84	995
Subtotal:-----		288	417	613	813	7,315	249	440	572	815	6,670
CNO PNEAPL(JAN)	MT										
JAPAN		35	49	825	305	1,130	29	49	768	300	1,021
CANAOA		112	30	539	765	959	110	30	550	792	964
EU 15		75	16	622	390	855	55	16	490	348	665
GERMANY		75	16	482	158	696	55	16	374	155	532
MEXICO		3	16	33	32	184	3	14	24	28	142
OTHER		6	32	417	519	489	9	34	423	436	496
Subtotal:-----		230	144	2,436	2,010	3,618	206	143	2,255	1,903	3,288
FRT MIXTURES(JUN)	MT										
CANAOA		337	506	743	1,086	5,531	416	615	940	1,341	6,954
PHILIPPINES		475	153	692	286	4,313	563	190	789	340	5,012
JAPAN		286	90	763	576	4,163	313	118	910	660	4,855
SINGAPORE		150	37	628	204	3,124	161	48	681	274	3,495
HONG KONG		261	109	687	307	2,793	262	132	735	339	3,192
OTHER		303	292	875	727	6,342	302	284	994	864	7,421
Subtotal:-----		1,812	1,187	4,388	3,186	26,266	2,017	1,387	5,049	3,819	30,930
<b>ORIEO FRUIT</b>											
ORO RAISINS(AUG)	MT										
EU 15		4,751	5,789	57,471	56,132	57,471	7,216	9,277	89,847	91,112	89,847
UNITED KINGDOM		2,632	3,163	27,824	27,630	27,824	3,828	5,150	42,083	44,647	42,083
JAPAN		2,163	1,914	24,527	25,038	24,527	3,123	2,914	35,608	39,409	35,608
CANAOA		785	809	10,946	10,447	10,946	1,652	1,636	22,187	21,000	22,187
GERMANY		726	1,067	8,184	9,210	8,184	1,133	1,583	12,000	14,128	12,000
OTHER		1,865	1,980	27,927	27,007	27,927	2,833	3,245	46,450	47,596	46,450
Subtotal:-----		9,563	10,493	120,871	118,624	120,871	14,825	17,072	194,093	199,116	194,093
ORO PRUNES(AUG)	MT										
EU 15		2,648	2,230	33,645	34,588	33,645	6,706	5,246	82,871	80,958	82,871
JAPAN		934	1,369	13,614	13,183	13,614	2,202	3,075	30,245	28,583	30,245
GERMANY		830	893	10,549	11,492	10,549	2,224	2,247	25,549	26,842	25,549
ITALY		592	175	6,521	6,593	6,521	1,490	427	17,101	16,373	17,101
UNITED KINGDOM		482	461	4,943	4,943	4,943	1,068	849	10,596	11,449	10,596
CANAOA		210	291	4,320	4,167	4,320	530	636	10,271	9,782	10,271
OTHER		416	870	8,235	9,731	8,235	901	1,894	17,546	20,682	17,546
Subtotal:-----		4,208	4,760	59,815	61,669	59,815	10,339	10,850	140,933	140,006	140,933
<b>FRUIT JUICES(SSE)</b>											
ORANGE JU CNC (OEC)	KL										
EU 15		42,018	55,713	117,461	128,381	148,694	12,197	8,136	47,991	39,545	59,417
NETHERLANDS		26,884	5,923	51,360	45,560	65,493	7,569	2,599	24,842	17,933	29,793
FRANCE		1,511	46,622	33,498	65,932	42,004	599	4,114	11,485	12,687	14,383
CANAOA		2,415	1,915	20,354	18,729	31,993	4,253	3,589	34,521	32,378	53,116
KOREA, REPUBLIC		205	1,415	14,087	12,751	19,230	319	1,408	8,467	8,872	10,999
JAPAN		1,065	5,949	11,851	40,081	18,017	1,575	2,922	9,071	21,537	12,347
OTHER		6,749	3,312	46,011	35,270	71,989	2,666	1,621	20,709	14,748	31,600
Subtotal:-----		52,453	68,304	209,765	235,213	289,923	21,010	17,676	120,758	117,081	167,479
ORNG JU NTCNC(OEC)	KL										
CANAOA		7,632	8,631	56,902	70,868	88,874	5,342	5,865	41,168	50,367	64,450
EU 15		137	3,126	35,564	21,200	40,805	91	2,157	19,863	14,226	22,965
BELGIUM-LUXEMBOU		0	2,352	21,914	11,785	23,918	0	1,624	11,882	7,816	13,154
UNITED KINGDOM		48	646	8,769	6,266	11,324	31	428	5,221	4,375	6,715
OTHER		1,396	2,623	14,814	17,044	23,107	1,051	2,206	10,787	13,975	16,933
Subtotal:-----		9,165	14,380	107,280	109,113	152,786	6,483	10,228	71,818	78,568	104,348
GRPFRT JU CNC (OEC)	KL										
EU 15		4,152	2,385	19,009	20,412	26,579	1,770	1,753	12,789	11,656	16,416
NETHERLANDS		3,369	1,065	12,293	7,300	15,777	1,404	836	9,699	4,979	11,070
JAPAN		1,565	2,451	10,948	16,484	14,625	1,382	2,098	10,827	13,716	14,377
ARGENTINA		0	79	4,399	317	4,496	0	57	1,348	245	1,371
GERMANY		155	214	2,779	870	3,910	107	153	1,229	514	1,953
ISRAEL		198	44	2,412	4,337	3,553	60	32	1,743	1,242	1,257
OTHER		582	851	3,429	5,366	5,617	720	876	4,736	5,783	7,257
Subtotal:-----		6,498	5,811	40,197	46,917	54,870	3,932	4,816	30,444	32,642	40,678
<b>FRESH VEGETABLES</b>											
FR ASPARAGUS(OCT)	MT										
JAPAN		356	263	9,572	5,922	10,410	1,139	1,476	42,055	25,670	44,501
CANAOA		122	217	5,410	4,373	5,577	353	594	13,678	12,014	14,163
EU 15		10	123	971	1,246	1,247	36	353	2,717	4,065	3,340
SWITZERLAND		1	2	1,083	1,982	1,083	3	12	3,958	6,567	3,960
OTHER		28	35	213	174	227	99	101	810	658	854
Subtotal:-----		517	641	17,248	13,696	18,544	1,631	2,537	63,218	48,975	66,818
FR ONIONS(OCT)	MT										
JAPAN		3,104	2,425	127,333	63,652	142,128	941	802	37,500	14,837	41,391
CANAOA		14,055	10,773	95,278	89,138	111,727	4,981	4,090	40,794	31,596	45,284
OTHER		1,859	1,042	44,545	25,405	57,412	806	336	14,704	8,475	18,352
Subtotal:-----		19,018	14,239	267,156	178,196	311,267	6,728	5,228	92,998	54,908	105,026
<b>CANNED VEGETABLES</b>											
CNO SWT CORN(AUG)	MT										
JAPAN		5,202	5,536	58,455	45,654	58,455	4,391	4,753	50,065	36,581	50,065
EU 15		3,961	4,391	41,755	46,309	41,755	2,867	3,240	31,506	35,341	31,506
TAIWAN		1,471	2,412	15,315	21,174	15,315	409	2,085	14,279	18,564	14,279
GERMANY		1,157	1,584	14,333	18,415	14,333	818	1,185	10,642	14,218	10,642
UNITED KINGDOM		1,925	1,244	13,583	13,042	13,583	1,422	868	10,460	10,029	10,460
HONG KONG		638	1,104	12,437	17,451	12,437	497	906	10,484	14,333	10,484
OTHER		3,379	3,140	38,380	35,753	38,380	2,847	2,617	32,879	29,581	32,879
Subtotal:-----		13,651	16,583	166,342	166,341	166,342	11,012	13,601	139,213	134,401	139,213
CNO TOM PAS(JUL)	MT										
CANAOA		2,488	3,454	2,488	3,454	45,326	2,107	2,709	2,107	2,709	37,231
JAPAN		660	1,298	660	1,298	12,354	544	1,046	544	1,046	10,120
EU 15		0	1,288	0	1,288	6,190	0	728	0	728	4,313
KOREA, REPUBLIC		209	309	209	309	5,908	184	302	184	302	5,421
ITALY		0	1,288	0	1,288	5,255	0	728	0	728	3,369
OTHER		940	2,648	940	2,648	17,863	804	1,554	804	1,554	13,681
Subtotal:-----		4,297	8,997	4,297	8,997	87,641	3,638	6,337	3,638	6,337	70,767

U S EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
JUL 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
CANNED VEGETABLES											
CND TOM SAUCE(JUL)	MT										
CANADA		4,792	5,901	4,792	5,901	54,007	4,163	4,932	4,163	4,932	49,485
JAPAN		265	275	265	275	6,116	243	337	243	337	6,143
EU 15		134	293	134	293	5,305	207	450	207	450	5,929
OTHER		766	1,091	766	1,091	14,992	887	1,071	887	1,071	15,589
Subtotal:-----		5,957	7,561	5,957	7,561	80,420	5,501	6,790	5,501	6,790	77,147
FRZN VEGETABLES											
FRZN SWT CORN(JUL)	MT										
JAPAN		2,735	3,322	2,735	3,322	40,120	2,647	3,098	2,647	3,098	35,756
HONG KONG		262	321	262	321	3,872	222	209	222	209	2,878
CANADA		306	295	306	295	3,323	244	244	244	244	2,852
OTHER		1,013	409	1,013	409	11,658	821	329	821	329	9,012
Subtotal:-----		4,316	4,346	4,316	4,346	58,972	3,934	3,880	3,934	3,880	50,498
FRZN F FRY(JUL)	MT										
JAPAN		16,222	14,602	16,222	14,602	183,767	11,635	10,830	11,635	10,830	135,152
KOREA, REPUBLIC		1,413	1,398	1,413	1,398	21,956	1,074	892	1,074	892	15,721
HONG KONG		2,421	1,893	2,421	1,893	21,136	1,607	1,269	1,607	1,269	13,999
OTHER		16,505	10,519	16,505	10,519	123,078	12,064	7,776	12,064	7,776	91,407
Subtotal:-----		36,561	28,412	36,561	28,412	349,937	26,380	20,767	26,380	20,767	256,280
TREE NUTS											
ALMONDS UNSH(JUL)	MT										
INDIA		222	727	222	727	6,323	550	1,764	550	1,764	15,128
JAPAN		503	0	503	0	4,669	1,289	0	1,289	0	12,500
EU 15		153	173	153	173	3,457	322	381	322	381	8,031
GERMANY		50	20	50	20	1,178	122	10	122	10	2,883
OTHER		28	21	28	21	2,331	84	54	84	54	5,655
Subtotal:-----		907	921	907	921	16,779	2,245	2,199	2,245	2,199	41,315
ALMND SH/PREP(JUL)	MT										
EU 15		9,695	13,385	9,695	13,385	170,076	42,900	46,583	42,900	46,583	559,077
GERMANY		3,844	5,335	3,844	5,335	62,871	17,328	18,434	17,328	18,434	211,429
JAPAN		1,368	2,271	1,368	2,271	40,454	5,586	7,275	5,586	7,275	93,264
NETHERLANDS		781	2,242	781	2,242	20,915	3,733	7,064	3,733	7,064	53,497
FRANCE		570	1,213	570	1,213	18,587	2,745	3,759	2,745	3,759	57,972
CANADA		665	873	665	873	16,726	2,595	1,950	2,595	1,950	41,184
OTHER		1,914	2,448	1,914	2,448	54,490	6,371	6,572	6,371	6,572	135,794
Subtotal:-----		13,642	18,977	13,642	18,977	281,745	57,452	62,380	57,452	62,380	829,318
WALNUTS SH(AUG)	MT										
EU 15		193	176	7,860	5,116	7,860	563	718	17,020	11,865	17,020
JAPAN		724	429	5,953	7,676	5,953	2,468	1,751	22,633	31,804	22,633
ITALY		0	0	3,545	612	3,545	0	0	5,864	1,108	5,864
CANADA		121	91	2,275	2,110	2,275	439	364	7,261	7,678	7,261
ISRAEL		23	48	1,372	1,459	1,372	93	276	4,707	6,776	4,707
SPAIN		36	41	1,204	1,794	1,204	159	195	3,291	3,998	3,291
OTHER		217	136	4,556	3,931	4,556	833	721	14,256	12,495	14,256
Subtotal:-----		1,277	881	22,015	20,291	22,015	4,395	3,829	65,876	70,618	65,876
WALNUTS UNSH(AUG)	MT										
EU 15		19	0	43,938	48,199	43,938	35	0	69,868	92,596	69,868
GERMANY		0	0	13,094	14,603	13,094	0	0	19,452	27,908	19,452
SPAIN		0	0	10,238	13,877	10,238	0	0	16,330	25,912	16,330
ITALY		0	0	9,116	9,842	9,116	0	0	15,026	19,021	15,026
NETHERLANDS		19	0	5,861	4,135	5,861	35	0	9,768	8,223	9,768
OTHER		83	113	9,611	9,266	9,611	134	247	17,226	17,962	17,226
Subtotal:-----		102	113	53,549	57,464	53,549	169	247	87,094	110,558	87,094
HOPS&PRODUCTS											
HOP PELTS(SEP)	MT										
BRAZIL		10	0	2,724	2,108	2,829	50	0	14,334	11,034	14,879
CANADA		139	99	1,265	1,270	1,382	910	661	8,365	8,399	9,139
EU 15		48	8	1,043	601	1,099	332	39	6,724	3,098	7,044
JAPAN		0	0	451	326	451	0	0	2,873	1,264	2,873
COLOMBIA		0	0	435	20	435	0	0	2,578	217	2,578
GERMANY		19	2	409	166	418	145	19	2,671	784	2,705
OTHER		53	46	672	963	706	255	421	3,290	4,616	3,433
Subtotal:-----		250	153	6,590	5,287	6,903	1,547	1,120	38,164	28,628	39,947
HOP EXTRACT(SEP)	MT										
EU 15		70	35	1,377	1,397	1,499	851	499	21,469	20,949	23,750
MEXICO		0	19	724	485	735	0	219	15,825	13,118	15,944
GERMANY		28	0	618	457	624	342	8	9,407	6,431	9,542
BRAZIL		77	26	438	287	458	619	275	5,184	3,341	5,350
COLOMBIA		8	0	427	334	427	183	0	7,160	2,872	7,160
KOREA, REPUBLIC		0	10	309	102	311	0	669	3,412	2,205	3,470
OTHER		38	99	913	790	1,024	791	1,433	13,690	12,351	14,957
Subtotal:-----		192	188	4,187	3,393	4,454	2,443	3,095	66,741	54,835	70,630
HOPS NSPF(SEP)	MT										
EU 15		21	23	1,527	2,275	1,544	70	68	9,532	11,453	9,651
GERMANY		0	23	1,108	1,604	1,108	0	68	6,842	7,204	6,842
UNITED KINGDOM		21	0	401	601	418	70	0	2,392	3,850	2,512
MEXICO		89	51	162	329	189	688	482	1,319	2,006	1,494
BRAZIL		10	0	169	12	169	39	0	957	126	957
JAPAN		2	0	146	152	146	18	0	941	889	941
OTHER		43	22	407	312	445	194	270	2,480	3,033	2,795
Subtotal:-----		164	95	2,411	3,079	2,492	1,009	819	15,229	17,508	15,838
WINE											
GRAPE WINE(JAN)	KL										
EU 15		5,829	5,585	30,852	39,457	55,735	8,729	10,756	49,880	76,610	93,678
UNITED KINGDOM		3,638	3,281	18,313	20,186	32,530	5,594	6,528	32,409	42,031	58,288
CANADA		2,143	2,565	14,926	18,203	27,167	3,911	4,885	25,974	33,830	50,421
JAPAN		1,211	966	9,413	9,289	16,441	2,146	1,694	15,235	16,127	28,072
SWITZERLAND		1,133	1,393	4,951	5,478	8,250	1,837	2,219	7,843	8,937	13,023
OTHER		1,928	1,832	13,136	14,887	23,481	2,868	3,020	19,079	23,972	35,122
Subtotal:-----		12,244	12,339	73,277	87,316	131,073	19,491	22,574	118,012	159,477	220,316

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
JUL 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FR FRT & MLNS	MT										
FR APPLES(JUL)											
NEW ZEALAND		7,304	9,859	7,304	9,859	49,027	9,534	9,186	9,534	9,186	52,798
CANADA		1,252	1,610	1,252	1,610	71,873	4,441	751	4,441	751	27,528
OTHER		3,247	5,518	3,247	5,518	47,829	1,833	2,078	1,833	2,078	22,624
Subtotal:-----		11,804	16,987	11,804	16,987	168,729	11,807	12,015	11,807	12,015	102,950
FR PEARS(JUL)	MT										
CHILE		18	90	18	90	33,339	6	28	6	28	15,642
ARGENTINA		0	0	0	0	15,637	0	0	0	0	10,261
OTHER		0	0	0	0	8,366	0	0	0	0	8,109
Subtotal:-----		18	90	18	90	57,341	6	28	6	28	34,013
APRICOT (MAY)	MT										
CHILE		0	0	0	0	1,344	0	0	0	0	1,604
NEW ZEALAND		0	0	0	0	310	0	0	0	0	852
OTHER		6	0	6	18	16	9	0	9	33	22
Subtotal:-----		6	0	6	18	1,670	9	0	9	33	2,477
PEACH-NEC(MAY)	MT										
CHILE		0	0	0	2	40,677	0	0	0	2	30,485
OTHER		18	0	18	0	392	14	0	14	0	416
Subtotal:-----		18	0	18	2	41,069	14	0	14	2	30,901
PLUM-PRUNE(MAY)	MT										
CHILE		0	0	2	280	19,665	0	0	6	312	16,487
OTHER		11	23	37	43	214	12	30	68	69	1,310
Subtotal:-----		11	23	40	324	19,879	12	30	74	381	16,797
FRESH GRAPES (MAY)	MT										
CHILE		0	0	1,600	4,208	273,685	0	0	1,201	4,072	250,990
MEXICO		11,581	3,383	80,487	59,864	80,569	11,719	5,724	82,693	86,684	82,797
OTHER		3	0	293	254	5,539	5	0	300	254	4,436
Subtotal:-----		11,585	3,383	82,089	64,326	359,533	11,724	5,724	83,899	91,010	337,929
FR RASPBRY(JAN)	MT										
CANADA		4,865	3,345	6,319	3,345	6,362	8,772	6,591	11,488	6,591	11,568
OTHER		21	15	1,105	1,293	1,664	110	42	3,466	3,881	5,635
Subtotal:-----		4,885	3,359	7,424	4,637	8,026	8,883	6,633	14,954	10,472	17,263
FR STRAWBRIS(JAN)	MT										
MEXICO		306	0	24,817	27,855	25,894	277	0	42,112	50,620	43,626
OTHER		41	315	1,337	430	290	89	367	286	570	2,077
Subtotal:-----		347	315	24,954	28,285	26,684	367	367	42,398	51,189	45,702
FR BANANA(JAN)	MT										
COSTA RICA		112,616	72,824	538,047	539,070	958,125	36,360	23,395	172,304	174,341	306,323
ECUADOR		69,713	62,144	597,453	520,241	931,548	18,951	16,818	165,160	145,410	256,231
OTHER		124,384	191,125	1,036,694	1,179,558	1,774,148	35,107	56,609	293,848	333,433	499,891
Subtotal:-----		306,714	326,093	2,172,194	2,239,270	3,663,821	90,418	96,821	631,312	653,184	1,062,445
FR MANGO(JAN)	MT										
MEXICO		27,179	30,030	97,894	127,743	114,746	23,457	12,906	87,151	75,322	100,600
OTHER		824	365	21,463	22,061	27,647	750	426	14,601	14,211	23,031
Subtotal:-----		28,004	30,394	119,356	149,804	142,393	24,207	13,333	101,752	89,533	123,631
FR PINAPLE(JAN)	MT										
COSTA RICA		7,383	7,168	47,556	45,710	76,991	2,558	2,974	16,896	16,979	27,389
HONOURAS		2,608	2,420	21,771	20,999	33,148	610	669	6,470	5,842	8,972
OTHER		1,059	2,307	8,720	11,792	12,525	294	808	2,045	3,417	3,234
Subtotal:-----		11,050	11,895	78,046	78,501	122,664	3,462	4,451	25,411	26,238	39,596
FR CANTLPE(MAY)	MT										
MEXICO		657	1,142	27,234	37,493	130,065	112	265	8,712	11,101	39,141
COSTA RICA		0	0	5,291	3,210	61,327	0	0	2,133	1,217	28,640
GUATEMALA		0	0	4,722	4,739	55,075	0	0	1,518	1,818	15,890
OTHER		4	2	3,133	5,027	77,095	2	1	1,095	1,095	20,169
Subtotal:-----		661	1,143	40,379	50,469	323,563	114	267	13,124	15,231	103,840
FR MELON,OT(MAY)	MT										
MEXICO		2,007	0	12,246	9,719	55,740	568	0	4,627	3,181	19,311
COSTA RICA		0	0	970	590	17,027	0	0	391	210	7,408
OTHER		27	0	3,667	3,928	48,588	9	0	912	1,620	17,302
Subtotal:-----		2,034	0	16,882	14,237	121,354	577	0	5,931	5,011	44,022
FR ORANGES(NOV)	MT										
AUSTRALIA		639	4,934	7,639	4,934	5,523	622	7,001	622	7,001	6,391
MEXICO		0	0	7,589	7,401	7,589	0	0	2,955	3,196	2,922
OTHER		545	403	2,739	2,534	4,926	139	149	761	811	1,652
Subtotal:-----		1,184	5,337	10,967	14,869	18,038	761	7,149	4,541	11,007	10,967
CANNEO FRUIT											
CNO MANDRN(JAN)	MT										
EU 15		310	165	22,478	1,641	23,299	329	157	21,905	1,461	22,831
SPAIN		310	165	22,478	1,637	23,290	329	157	21,894	1,467	22,803
CHINA, PEOPLES R		480	324	10,480	3,281	10,811	396	283	9,602	4,081	9,817
OTHER		0	0	460	251	460	0	0	555	275	258
Subtotal:-----		790	489	33,418	5,822	34,570	725	440	31,962	5,798	33,207
CNO BLK OLV(NOV)	MT										
EU 15		957	1,134	8,411	10,766	10,964	2,127	2,798	18,856	25,292	24,733
SPAIN		853	923	6,918	9,297	9,197	1,880	2,243	15,382	21,580	20,510
MOROCCO		723	892	4,256	4,853	5,215	1,476	2,128	8,402	11,061	10,441
OTHER		6	0	35	115	115	7	0	76	257	245
Subtotal:-----		1,685	2,026	12,711	15,733	16,303	3,610	4,925	27,355	36,610	35,440
CNO GRN OLV(NOV)	MT										
EU 15		2,840	2,732	24,862	22,496	33,202	8,646	8,302	74,509	66,035	100,701
SPAIN		2,824	2,712	24,514	22,332	32,838	8,592	8,225	73,761	65,592	99,890
OTHER		258	345	1,734	1,277	2,245	429	558	2,715	2,413	3,528
Subtotal:-----		3,098	3,077	26,596	23,773	35,447	9,075	8,860	77,224	68,448	104,229
CNO PEACH(JUN)	MT										
EU 15		780	1,173	1,985	2,814	10,568	497	818	1,186	1,969	7,087
GREECE		776	1,150	1,958	2,784	10,489	484	784	1,139	1,912	6,898
OTHER		376	711	515	975	3,532	243	485	347	695	2,539
Subtotal:-----		1,156	1,885	2,499	3,790	14,100	740	1,303	1,532	2,664	9,626
CNO PINAPLE(JAN)	MT										
PHILIPPINES		7,026	10,860	68,058	70,829	124,605	3,973	6,886	37,204	45,315	72,287
THAILAND		5,791	12,510	79,737	56,988	99,474	3,141	8,723	41,515	40,264	53,336
OTHER		2,819	8,188	27,813	41,439	71,416	1,621	6,232	12,484	31,096	51,492
Subtotal:-----		15,636	31,558	175,608	179,256	295,495	8,735	21,841	91,202	116,674	157,115
ORIEO FRUIT											
ORO APRCT(JUL)	MT										
TURKEY		576	285	576	285	14,091	903	572	903	572	28,562
OTHER		19	35	19	35	533	42	111	42	111	1,576
Subtotal:-----		595	320	595	320	14,625	945	683	945	683	30,138

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
JUL 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
DRIED FRUIT											
DATES(SEP)	MT										
PAKISTAN		86	151	1,756	3,104	1,757	94	170	1,706	3,089	1,708
CHINA, PEOPLES R		24	54	586	597	592	33	101	859	1,049	868
OTHER		20	39	395	860	414	60	47	767	1,695	834
Subtotal:-----		130	244	2,738	4,561	2,764	187	319	3,332	5,833	3,410
DRD FIG(SEP)	MT										
EU 15		0	0	1,134	823	1,134	0	0	2,736	1,919	2,736
GREECE		0	0	1,069	802	1,069	0	0	2,572	1,849	2,572
TURKEY		157	0	1,401	678	1,420	177	0	1,911	1,239	1,827
MEXICO		0	6	267	307	365	0	2	884	916	1,209
OTHER		0	3	26	32	28	0	4	64	69	71
Subtotal:-----		157	9	2,829	1,840	2,948	177	6	5,595	4,143	5,943
DRD RAISIN(AUG)	MT										
MEXICO		383	70	5,543	8,370	5,543	378	57	4,929	7,796	4,929
CHILE		281	133	2,316	7,724	2,316	378	183	2,807	2,006	2,807
TURKEY		141	60	1,863	1,727	1,863	145	66	1,871	1,756	1,871
OTHER		19	2	426	286	426	22	3	447	289	447
Subtotal:-----		824	265	10,148	12,107	10,148	923	309	10,055	11,847	10,055
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
ARGENTINA		42,732	34,775	42,732	34,775	314,057	14,646	12,125	14,646	12,125	110,229
EU 15		12,810	13,468	12,810	13,468	219,220	4,990	5,706	4,990	5,706	92,527
GERMANY		5,844	12,392	5,844	12,392	159,519	2,137	5,151	2,137	5,151	65,955
OTHER		20,118	46,867	20,118	46,867	305,039	6,529	18,098	6,529	18,098	114,986
Subtotal:-----		75,660	95,110	75,660	95,110	838,316	26,165	35,929	26,165	35,929	317,741
FCOJ(DEC)	KL										
BRAZIL		12,434	53,749	255,987	400,586	390,548	2,840	14,240	50,504	101,943	82,477
MEXICO		17,116	4,032	210,517	126,433	248,924	4,374	1,334	49,692	37,321	59,483
OTHER		6,114	7,434	67,750	87,014	86,074	1,610	2,503	15,884	26,272	20,438
Subtotal:-----		35,664	65,215	534,255	614,033	725,546	8,824	18,077	116,079	165,536	162,397
GRAPE JU(JAN)	KL										
ARGENTINA		3,714	27,903	12,776	103,687	51,315	956	8,020	3,450	26,897	12,785
CHILE		860	1,975	5,214	20,078	14,711	223	778	1,510	5,806	4,076
OTHER		1,704	611	15,865	81,076	22,740	766	384	6,087	4,785	9,260
Subtotal:-----		6,279	30,488	33,855	131,841	88,766	1,946	9,182	11,047	37,488	26,121
PNEAPL JUCN(JAN)	KL										
THAILAND		7,075	14,281	77,534	73,381	97,211	1,335	5,120	13,680	24,027	18,019
PHILIPPINES		3,748	6,664	59,389	54,182	114,084	573	912	8,130	8,501	16,167
OTHER		1,649	6,919	11,185	24,755	26,319	426	2,240	2,643	7,738	6,517
Subtotal:-----		12,471	27,863	148,108	152,318	237,613	2,335	8,272	24,454	40,266	40,703
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		5,019	3,587	30,037	19,934	51,400	1,549	1,099	9,304	6,221	16,003
THAILAND		924	1,178	8,501	9,420	18,013	774	871	6,865	4,488	10,398
OTHER		131	88	5,419	7,985	14,794	51	45	1,061	1,561	2,635
Subtotal:-----		6,074	4,852	43,956	37,339	84,208	2,374	2,015	17,229	12,270	29,036
FROZEN FRUIT											
FZN STRBRY(DEC)	MT										
MEXICO		445	679	24,831	19,749	26,227	361	563	23,497	16,065	24,480
OTHER		97	0	674	231	701	155	36	1,890	505	2,239
Subtotal:-----		541	679	25,505	19,980	26,928	516	598	25,387	16,570	26,719
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		63	124	12,425	18,553	12,543	92	83	20,082	19,952	20,264
OTHER		219	176	555	364	1,656	167	197	4,471	3,381	1,360
Subtotal:-----		283	300	12,979	18,916	14,198	259	281	20,553	20,333	21,624
FR CARROT(OCT)	MT										
CANADA		1,193	317	56,061	53,870	73,712	505	125	16,567	14,526	22,668
MEXICO		3,312	4,906	22,950	28,460	27,215	437	837	3,533	4,653	4,193
OTHER		0	74	181	444	242	0	36	132	198	202
Subtotal:-----		4,506	5,296	79,193	82,774	101,168	941	998	20,235	19,417	27,065
FR CABBAGE(OCT)	MT										
CANADA		1,739	3,806	18,241	23,135	25,106	384	1,650	4,869	6,330	6,713
MEXICO		594	3,369	7,190	11,818	8,547	110	684	1,472	2,116	1,690
OTHER		0	0	34	20	34	2	0	25	10	25
Subtotal:-----		2,333	7,175	25,465	34,974	33,687	496	2,334	6,366	8,456	8,428
FR CELERY(OCT)	MT										
MEXICO		0	0	20,052	23,076	20,056	0	0	8,950	4,797	8,951
OTHER		212	57	691	615	3,951	88	49	369	263	1,237
Subtotal:-----		212	57	20,743	23,691	24,006	88	49	9,319	5,160	10,289
FR CUCMBR(OCT)	MT										
MEXICO		6,745	7,700	210,862	272,789	216,388	1,702	2,838	117,948	104,658	119,326
OTHER		1,047	974	19,185	15,965	12,095	825	954	6,874	7,710	8,193
Subtotal:-----		7,792	8,675	230,048	288,754	237,483	2,528	3,792	124,822	112,367	127,519
FR CAULFLWR(OCT)	MT										
CANADA		624	924	1,604	1,311	3,383	217	388	559	506	1,216
MEXICO		0	13	1,948	1,011	1,965	0	2	542	404	549
OTHER		0	0	13	0	27	0	0	8	0	23
Subtotal:-----		624	937	3,564	2,322	5,375	217	390	1,109	909	1,787
FR GARLIC(OCT)	MT										
MEXICO		1,458	1,809	15,638	15,973	16,004	2,181	2,288	19,791	18,203	20,144
OTHER		223	184	6,197	5,115	6,681	337	314	8,481	6,944	9,106
Subtotal:-----		1,681	1,993	21,834	21,087	22,685	2,518	2,603	28,273	25,147	29,250
FR ONION(OCT)	MT										
MEXICO		5,657	6,595	173,288	212,037	181,755	4,924	5,088	105,157	119,695	112,729
OTHER		679	2,220	30,144	37,508	33,020	752	970	13,672	15,635	15,472
Subtotal:-----		6,336	8,815	203,433	249,545	214,775	5,675	6,058	118,829	135,330	128,201
FR PEPPERS(OCT)	MT										
MEXICO		4,019	7,643	154,280	211,967	183,383	3,551	3,804	165,930	130,076	179,459
EU 15		3,962	3,119	15,569	13,023	19,511	10,025	7,184	42,762	35,816	52,433
NETHERLANDS		3,893	3,087	15,139	12,740	18,994	10,842	7,999	41,440	34,833	50,912
OTHER		514	657	3,564	2,260	8,024	1,624	1,899	8,138	12,348	12,221
Subtotal:-----		8,495	11,419	173,413	230,250	210,918	15,199	12,887	216,830	178,241	244,613
FR SEED POT(OCT)	MT										
CANADA		27	360	99,551	136,164	99,720	2	71	17,209	26,417	17,245
OTHER		0	20	1	89	1	2	11	6	58	9
Subtotal:-----		28	380	99,551	136,254	99,721	3	82	17,216	26,475	17,253
FR TBL POT(OCT)	MT										
CANADA		2,728	6,396	117,467	325,538	146,720	474	1,641	22,389	66,564	27,206
OTHER		1	0	33	0	40	3	0	27	0	46
Subtotal:-----		2,729	6,396	117,500	325,538	146,760	478	1,641	22,416	66,564	27,252

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
JUL 96

COMMODITY AND COUNTRY	COUNTRY REGION	QUANTITY					VALUE (1,000 DOLLARS)				
		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH VEGETABLES											
FR TOMATO(OCT)	MT										
MEXICO		25,554	33,288	478,786	612,588	534,344	14,102	18,941	335,715	565,254	366,385
OTHER		5,186	8,185	20,970	38,536	25,427	8,008	12,809	33,693	71,481	39,882
Subtotal:-----		30,740	41,473	499,756	651,123	559,771	22,110	31,750	369,407	636,735	406,067
FR ASPARG(OCT)	MT										
MEXICO		1,797	2,171	19,597	16,015	21,447	2,416	2,992	33,705	29,536	36,319
PERU		236	186	6,756	7,028	9,226	430	319	10,393	13,387	14,544
OTHER		388	313	3,409	4,191	3,959	616	521	4,185	5,534	4,800
Subtotal:-----		2,422	2,670	29,762	27,233	34,632	3,461	3,832	48,283	48,458	55,664
CANNEO VEGETABLES											
CNO TOM PST(JUL)	MT										
MEXICO		0	0	0	0	7,987	0	0	0	0	5,149
ISRAEL		54	106	54	106	3,549	42	97	42	97	2,929
CHILE		1,115	0	1,115	0	2,349	804	0	804	0	1,810
OTHER		159	126	1,159	126	1,351	117	122	117	122	1,373
Subtotal:-----		1,329	232	1,329	232	15,236	963	219	963	219	11,261
CNO TOM SAUCE(JUL)	MT										
EU 15		280	557	280	557	6,605	550	1,558	550	1,558	9,995
CANADA		486	416	486	416	10,790	395	371	395	371	7,886
SPAIN		100	433	100	433	2,038	340	1,481	340	1,481	7,081
OTHER		840	18	840	18	6,222	570	18	570	18	5,395
Subtotal:-----		1,605	991	1,605	991	23,616	1,515	1,946	1,515	1,946	22,776
CNO TOMATO(JUL)	MT										
ISRAEL		440	18	440	18	19,674	276	9	276	9	11,947
EU 15		1,414	2,043	1,414	2,043	20,409	400	591	400	591	5,747
CHILE		1,559	1,664	1,559	1,664	11,725	723	757	723	757	5,569
ITALY		1,361	1,868	1,361	1,868	19,475	385	541	385	541	5,508
OTHER		296	470	296	470	6,871	128	266	128	266	3,479
Subtotal:-----		3,709	4,195	3,709	4,195	58,679	1,527	1,624	1,527	1,624	26,743
CNO MSHROOM(JUL)	MT										
CHINA, PEOPLES R		3,834	3,476	3,834	3,476	23,912	8,291	6,026	8,291	6,026	46,720
INDONESIA		1,301	1,232	1,301	1,232	14,575	3,383	3,870	3,383	3,870	35,124
OTHER		1,891	1,413	1,891	1,413	18,725	4,467	3,256	4,467	3,256	32,290
Subtotal:-----		7,027	6,120	7,027	6,120	57,215	16,141	12,151	16,141	12,151	125,134
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		9,496	10,259	137,188	152,689	147,045	5,398	5,805	79,866	81,777	85,384
OTHER		824	1,751	14,278	19,314	19,111	640	1,157	10,039	14,243	3,903
Subtotal:-----		10,320	12,010	151,466	172,002	166,156	6,038	6,961	89,905	96,020	99,287
FZN CAULFLR(SEP)	MT										
MEXICO		266	377	22,551	15,953	23,066	192	256	14,498	9,732	14,886
OTHER		105	81	2,289	1,514	2,611	69	56	1,549	1,099	1,757
Subtotal:-----		371	458	24,840	17,468	25,677	261	312	16,047	10,831	16,642
FZN POTATO(SEP)	MT										
CANADA		12,891	16,170	147,054	163,958	157,531	8,105	10,255	88,477	100,309	94,960
OTHER		37	4	246	278	300	55	12	333	394	394
Subtotal:-----		12,928	16,174	147,300	164,237	157,832	8,160	10,267	88,810	100,703	95,354
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		12	0	68	230	68	42	0	210	609	210
CHINA, PEOPLES R		0	0	68	32	68	0	0	112	49	112
OTHER		0	0	2	8	2	0	0	8	12	8
Subtotal:-----		12	0	138	270	138	42	0	330	670	330
CASHEW NUT(AUG)	MT										
INDIA		2,325	3,483	31,403	27,355	31,403	10,479	18,068	136,022	134,902	136,022
BRAZIL		1,948	1,800	22,358	25,018	22,358	9,109	8,832	100,544	121,183	100,544
OTHER		289	845	2,995	5,085	2,995	1,316	3,941	12,754	22,976	12,754
Subtotal:-----		4,563	6,128	56,757	57,458	56,757	20,903	30,841	249,321	279,061	249,321
FILBERTS(AUG)	MT										
TURKEY		653	276	5,910	4,395	5,910	2,323	873	21,149	14,816	21,149
OTHER		2	18	247	658	247	6	63	812	1,142	812
Subtotal:-----		654	294	6,157	5,053	6,157	2,329	935	21,961	15,958	21,961
PECANS NSH(SEP)	MT										
MEXICO		21	0	19,136	20,122	19,219	34	0	37,836	27,608	37,949
OTHER		0	0	41	0	41	0	0	68	0	68
Subtotal:-----		21	0	19,177	20,122	19,260	34	0	37,903	27,608	38,016
WINES											
CHMP&SPRK WN(JAN)	KL										
EU 15		1,781	2,190	10,049	10,790	29,944	16,342	24,202	96,176	114,474	288,832
FRANCE		600	832	3,481	4,103	9,930	11,452	17,697	68,213	84,105	200,949
ITALY		437	602	3,418	2,912	11,200	1,892	3,168	15,195	14,352	50,900
OTHER		3	23	82	94	277	10	71	269	306	1,051
Subtotal:-----		1,784	2,214	10,132	10,885	30,222	16,353	24,273	96,446	114,780	289,884
FT&VERM WN(JAN)	KL										
EU 15		1,176	1,121	7,202	7,686	13,386	5,018	4,675	31,917	35,408	58,756
PORTUGAL		129	148	944	1,161	1,761	1,358	1,561	10,272	13,217	18,828
ITALY		629	708	3,863	4,430	1,704	1,539	1,872	9,694	13,339	17,826
SPAIN		335	179	1,958	1,406	3,466	1,611	864	9,497	6,896	16,754
OTHER		17	64	195	195	381	87	329	722	1,006	1,568
Subtotal:-----		1,193	1,185	7,387	7,882	13,766	5,105	5,003	32,639	36,414	60,324
OTH GP WINE(JAN)	KL										
EU 15		13,425	18,829	95,903	115,951	177,249	48,008	72,797	349,789	432,806	662,411
FRANCE		4,766	7,667	31,472	41,832	60,100	25,461	36,186	173,733	205,297	340,241
ITALY		7,003	8,985	51,953	60,732	94,502	16,995	29,075	134,298	180,467	245,296
OTHER		4,268	8,415	27,277	45,324	51,104	10,371	19,697	67,754	108,971	128,815
Subtotal:-----		17,693	27,243	123,180	161,275	228,353	58,379	92,494	417,543	541,777	791,226
OTH WN PROO(JAN)	KL										
JAPAN		175	140	973	911	1,599	734	547	4,625	4,152	7,428
EU 15		467	583	2,496	2,866	5,180	642	621	3,668	3,549	6,959
UNTIED KINGDOM		132	493	1,281	1,744	2,711	202	473	1,774	1,719	3,340
OTHER		148	248	1,082	1,367	1,998	266	345	1,673	1,691	2,857
Subtotal:-----		790	971	4,552	5,164	8,777	1,642	1,513	9,966	9,392	17,244
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	5,588	7,216	65,275	85,227	99,585
ECUADOR		0	0	0	0	0	1,986	2,277	16,199	22,556	27,952
OTHER		0	0	0	0	0	1,474	1,102	18,821	16,620	24,604
Subtotal:-----		0	0	0	0	0	9,048	10,595	100,295	124,402	152,141
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	6,412	7,385	67,708	82,296	109,471
OTHER		0	0	0	0	0	186	283	2,678	3,604	3,995
Subtotal:-----		0	0	0	0	0	6,598	7,668	70,386	85,900	113,466

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